Board of Trade Journal

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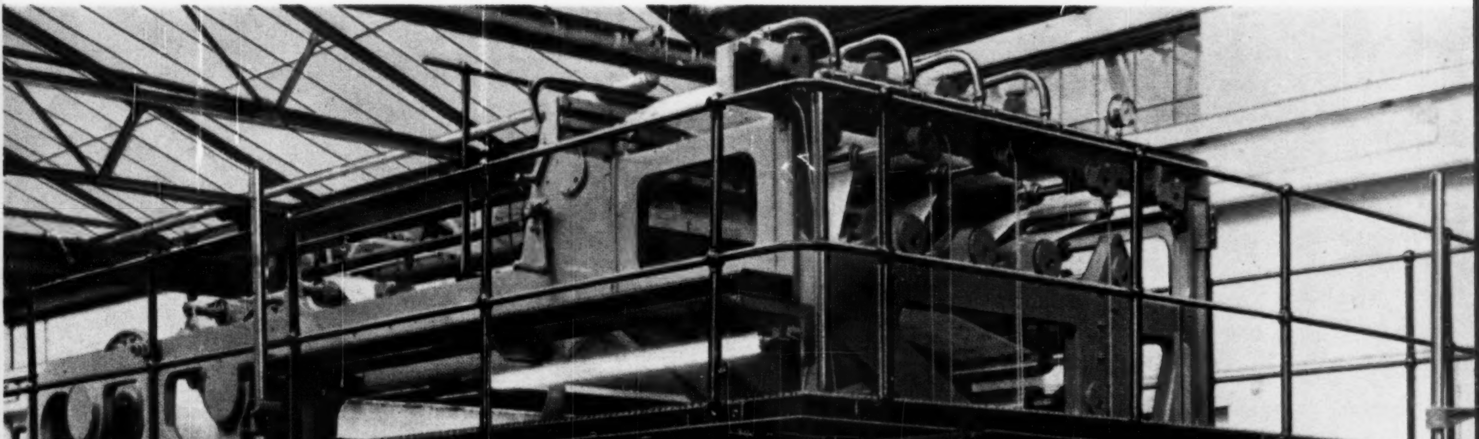

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In almost every category of goods Britain is competing in the Norwegian market with its two biggest supplier countries — Germany and Sweden. But there are others too. The U.K. is in competition with U.S.A. for the sale of fuels and tobacco; Denmark for clothing, machinery and sugar, the Netherlahds for textile yarns and fabrics, France for cars and chemicals.

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Board of Trade Journal

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Pakistan – Opportunities and Some Frustrations for British Industry

By J. E. J. Jardine, U.K. Senior Trade Commissioner at Karachi

PAKISTAN IS UNIQUE among the countries of the world in that it is divided geographically into two units 1,000 miles apart – West Pakistan with about 45 per cent. of the total population and five-sixths of the total area is a land of cotton, wheat, camel carts and not enough water; East Pakistan is a land of jute, rice, tea, river craft and, very often, too much water. No apology is needed for this simple statement of fact, because Pakistan, in population the second largest of all Commonwealth countries, is not as well known in Britain as she should be. More than 15 years after Pakistan achieved her independence it is still not unknown for the occasional letter to arrive from Britain addressed 'Karachi, India' or – even worse – 'Karachi, Pakistan, India'. And only last month the best known of all London newspapers carried a report from Rawalpindi – the interim capital of Pakistan – of the award of a Pakistan contract to a British firm under the headline 'Indian contract for British Company'.

Three years ago I called on a firm in the North of England to be greeted with 'When we heard that you were from Pakistan we looked it up on the map to see where it was!' This, at least, showed the right spirit – and, in fairness, it must be added that this particular firm had had no prospect of selling its goods to Pakistan for many years.

The Pattern of Development in Pakistan

At the time of independence in 1947 Pakistan had a population of less than 75 millions. There was no central bank, very little industry and the economy was almost entirely agricultural. The main cash crops, jute, cotton and tea, were exported to pay for imports of manufactured goods. Pakistan's decision not to devalue with the rest of the sterling area in 1949 and the outbreak of the Korean war in 1950 led to a short period of considerable prosperity, and there was little impetus behind Pakistan's efforts to industrialize until 1952, when the Government set up the Pakistan Industrial Development Corporation. This Government controlled Corporation was charged with setting up new industries where private capital was not forthcoming. These new industries could be, and sometimes were, set up in conjunction both with local and with overseas private investors, the ultimate intention being that the industries should be sold out as going concerns to private enterprise as opportunities arose. Among the earlier projects undertaken by PIDC were jute, woollen and cotton textiles, chemicals and dye-stuffs, fertilizers, shipbuilding, paper and newsprint, sugar, cement, coal and natural gas transmission. Private Pakistani entrepreneurs were not slow in setting up a cotton textile industry and they and overseas investors, sometimes collaborating in joint ventures, established a wide range of lighter forms of industry, including tobacco and cigarettes, soap and vegetable oils, industrial gases, pharmaceuticals, paint, light engineering, wires and cables, food processing, shoes, cycles and cycle tyres and electrical goods.

Fork-lift truck in use in the packing and loading sector of a Karachi paper mill.

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Front Cover Photograph

A web-fed perfecting press and folder made by Strachan & Henshaw Limited of Bristol, a member of the ES & A Robinson packaging group. The press is used in the printing and folding of signatures and for paper-back books. Similar machines have sold successfully in the United States and Canada and more than three-quarters of the 350 million paper-back books produced annually in the United States are printed on Strachan & Henshaw machinery. The company also makes machines for printing hard-backed books, paper bags, fabrics, film, foil and wrapping papers. Over 50 per cent. of its output is exported.

Pakistan — Opportunities for Industry (*Continued*)

Assembly plants were established for cars, trucks, tractors and radios. The Pakistan Government (with foreign collaboration) established a telephone equipment industry; the Government-owned railways developed production facilities in their workshops, and a large elaborately equipped Government Ordnance Factory was established near Rawalpindi: surplus engineering capacity in this factory is now being turned over to the production of goods for civilian use. Extensive exploration for oil has been, and is still being, carried out, but apart from the discovery of large quantities of natural gas in West Pakistan and some natural gas in East Pakistan the results so far have been disappointing.

Taking into account the limited natural resources available, the industrial progress made during the past 15 years has been remarkable. Unfortunately the same cannot be said of agricultural production in what is still basically a predominently agricultural country. Yields are still among the lowest in the world, total production has shown hardly any increase and considerable areas of productive land are still being lost each year in West Pakistan as a result of waterlogging and salinity. The waterlogging and salinity problem is being tackled mainly by sinking thousands of tube wells and providing better drainage, but the problem is immense and the cure expensive. In recent years Pakistan has been unable to grow sufficient food to feed its rapidly growing population – over 5,000 extra mouths to feed every day – and large quantities of foodgrains are imported under aid from the United States of America.

Ever since the collapse of the boom in raw material prices in 1952 Pakistan has been short of foreign exchange, and all imports have been subject to licensing. As industrial production was developed the import of certain types of goods produced locally was prohibited. A rather slow start was made with development planning and the First Five-Year Plan covering the period 1955 to 1960 was not finally approved until 1957. Even so, by the end of the Plan period about 90 per cent. of the target had been achieved in financial terms, although in physical terms the performance was less satisfactory. Attempts to attract overseas private investment did not meet with any marked success.

At the time of independence it was obvious that Pakistan faced serious economic and administrative problems and the death of Pakistan's first Governor-General, Mohammed Ali Jinnah, in 1948, followed by the assassination in 1951 of Liaquat Ali Khan, the country's first Prime Minister, led to growing internal political problems. Changes of Government became increasingly frequent and against the background of a continually deteriorating economic and political situation the army stepped in in October 1958. In a bloodless, efficient and remarkably successful revolution, the Constitution was abrogated, Martial Law was imposed, and General (later Field Marshal) Ayub Khan assumed the Presidency. The country remained under Martial Law for the next 3½ years until the introduction of a new Constitution in June this year and during this period many reforms were carried out. Corrupt officials were weeded out; large scale deficit financing was abandoned; the foreign exchange reserves were built up; a measure of liberalization in import licensing was introduced; an export bonus scheme was inaugurated to stimulate exports of manufactured goods; the economic planning machinery was overhauled and strengthened, and an ambitious Second Five Year Plan was prepared covering the period from July 1, 1960.

Indus Basin Works

1960 also saw the end of the long-standing dispute with India on the division of the Indus Basin Waters and in large measure as a result of the friendly assistance given by the World Bank, the Indus Water Treaty was signed and the Indus Basin Development Fund was set up to finance the scheme of works needed to implement the Treaty arrangements. Details of the works envisaged under the Fund agreement were given in the *Board of Trade Journal* of September 23, 1960. This system of works is the largest and most costly ever undertaken; pledges by aid-giving countries exceed £300 million. The executive authority responsible for carrying out the works is the West Pakistan Water and Power Development Authority (under the West Pakistan Government) and all the main contracts go out to open international tender. The largest contract awarded so far is that for the Mangla Dam on the River Jhelum. This went to the American Company, Guy F. Atkinson,

Pakistan — Opportunities for Industry (*Continued*)

McLeod Road, one of the main business avenues in Karachi.

who submitted the lowest bid of approximately £126 million. A vast amount of equipment is, of course, needed to undertake the work and Guy Atkinson have set up a purchasing office for Europe in London and have already bought some British equipment.

British firms have been successful in obtaining contracts for some other works, including Pegsons (in association with Gammon Pakistan) for the supply of about 6 million tons of crushed aggregate; J. Gammon (England) Limited (in association with continental European firms) for the construction of the Mailsi Syphon/Barrage and Ransome and Rapier for the gates and operating gears for the Sidhnai Barrage and the Mailsi Syphon. Information on the further works envisaged may be obtained from the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.

Second Five-year Plan

The total cost of the Plan (which does not include the Indus Basin works) is £1,725 million, of which £633 million for development is required in foreign exchange. Pakistan is unable to provide any part of this foreign exchange from her own resources, and in fact an additional £188 million is expected to be needed during the plan period for maintenance imports apart from American food aid. The Plan covers not only industry, agriculture, power and communications, but also health, education and social services. Among the aims of the Plan are an increase in the gross national product of 24 per cent.; an increase in *per capita* income (at present something like £20 per annum) of about 12 per cent.; an increase in food-grain production of about 21 per cent. and an increase in industrial production of almost 50 per cent. It is hoped that part of the capital required for industrial development will be obtained from overseas private investors but this still leaves a very large amount to be obtained in the form of grants, loans and credits. In an effort to assist Pakistan to finance the Plan, the World Bank, the International Development Association and a number of friendly countries have joined together to form the Pakistan Aid Consortium, which meets periodically to consider the requirements for one or two years at a time. At the consortium meetings held in June 1961 and January 1962 aid totalling £337 million was promised for the second and third years of the Plan, which, with earlier promises, made this the distribution of the aid provided for the Plan's first three years:

	£ million
United States	225
World Bank and IDA	74
West Germany	42
Britain	25
Japan	23
Canada	20
France	9
Total	418

Britain had earlier provided Pakistan with two loans of £10 million each in 1954 and 1959.

Most of this aid has been promised in the form of loans or credits and with the exception of finance being provided by the World Bank and the International Development Association and part of the German credits, all are restricted as to the source of procurement. Much of the aid is also tied to projects to be approved by the donor. A considerable part of the aid from the United States is likely to be used for general commodity imports. The British commitment brings the total of British aid given and committed for the Second Five-year Plan to £25 million. In addition to this 'Consortium aid' for development, Pakistan also receives technical aid and assistance under the Colombo Plan and from the Ford Foundation and United Nations specialized agencies; the United States is giving military aid and large quantities of surplus foodstuffs (part of the rupee proceeds from which go to finance development) and the Soviet Union is assisting with oil exploration under a credit agreement. This oil exploration agreement represents the only Russian economic aid which has been provided for Pakistan which is, of course, closely linked with the West in defence alliances.

Problems Arising from Tied Aid

The tying of aid to specific sources of procurement – usually the aid giving country – has led to many problems for traditional overseas suppliers of goods to Pakistan. For example, among the United States development loans granted to Pakistan this year are $90 million for iron and steel products; $40 million for railway equipment including locomotives, rolling stock, rails and signalling systems; and $25 million, the bulk of which will be used for 4,000 road trucks to be assembled in Pakistan. All this equipment will be supplied from the United States and the prospects – at least for the next year or two – for British manufacturers of these types of goods and equipment must be rated as poor although in the case of railway equipment a World Bank loan has also been made. The Pakistan Government simply do not have sufficient free foreign exchange resources available to minimize the impact on traditional suppliers in other countries by using United States aid for only a part of the requirements in each sector. Moreover since the United States is by far the largest single provider of aid to Pakistan, it is natural that when the time comes for the next meeting of the Pakistan Aid Consortium, the Pakistan Government will want to demonstrate that the aid provided at earlier meetings has been, or is in the process of being, fully utilized.

This does not mean that there are no prospects of doing business in Pakistan in fields for which there is no World Bank, IDA or British aid available. Exports of capital equipment can for instance be made, financed from the British share of the capital of a joint venture for which the equipment is to be used. Then again a fairly wide variety of goods may be imported under the Export Bonus Scheme: exporters of certain goods earn vouchers which can be exchanged for import licences; the vouchers are transferable and

(*Continued on page* 741)

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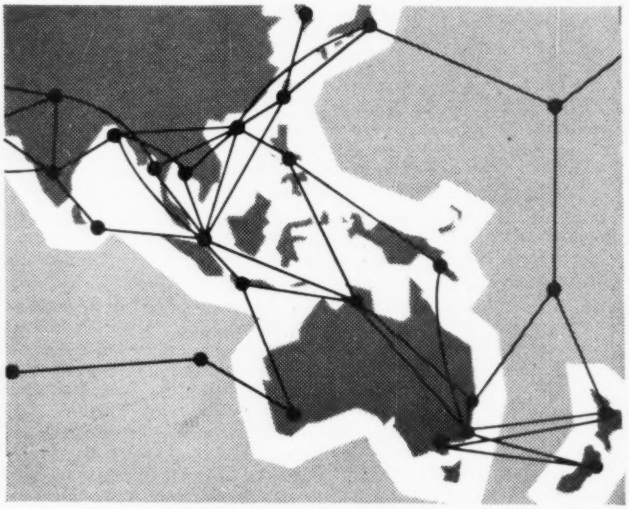

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Pakistan — Opportunities for Industry (*Continued*)

indeed are exchanged at prices well above their face value. Finally many purchases of goods needed to keep the economy going and for which tied commodity aid is not available are made for cash.

To illustrate further the difficulties facing British manufacturers let us consider a Pakistani private industrialist who wishes to set up a sugar mill. He obtains Government permission and is told to apply to the Industrial Development Bank of Pakistan or the Pakistan Industrial Credit Investment Corporation for a loan. It is only from these two institutions that the private industrialist can obtain the foreign exchange he requires, unless he is prepared to purchase export bonus scheme vouchers at a premium of something like 150 per cent. or unless it is the type of industry in which overseas private investment can be considered. Our Pakistani industrialist may be given an allocation from a German credit which, in theory, is untied as to source of procurement, but he is told – not unreasonably – that manufacturers in Germany as well as other countries must be allowed to quote for the business. He therefore approaches overseas manufacturers and a British firm may go to considerable trouble and expense to submit a quotation which turns out to be the lowest in price. But this is not a matter of simple competitive tendering and the British firm's quotation is likely to be used to persuade a German bidder to reduce his price. If the German firm does so the order is likely to be placed with it; if it does not there is a possibility that the credit allocation will be withdrawn and used for another project. The only slender hope that the British firm has of getting the business is to convince the would-be purchaser that its offer is so much more attractive that it would be worthwhile making a strong attempt to obtain money from the credit institution which can be spent in Britain. However the institution may not have any such funds available until six or twelve months hence and the Pakistani industrialist may not be prepared to press the matter too strongly because of fears that failure to start the project may lead to withdrawal of Government permission in favour of a competitor.

Some British manufacturers may feel that in a situation such as this they could compete by offering long term commercial credits but, in practice, the possibilities of doing so are remote for two reasons. Firstly, the Pakistan Government is usually unwilling to approve acceptance by industrialists or Government organizations of commercial credit of less than fifteen years. Secondly, it is not the policy of the British Government to give banks guarantees in respect of credit provided for this period.

These frustrations and difficulties should not, however, be allowed to obscure the fact that there is a very considerable upsurge in the import of capital equipment into Pakistan and that there are still considerable opportunities for British manufacturers to supply capital goods financed from Pakistan's own foreign exchange resources or under British credits, under the Indus Basin Development Fund, or under the United aid provided by the World Bank and the International Development Association. It is highly desirable that British manufacturers interested in inquiries for large amounts of capital equipment should ascertain the source of the foreign exchange which is available. The Trade Commission offices in Pakistan and the Board of Trade are very willing to give advice.

(*Continued on next page*)

Some Recent Opportunities for Exports to Pakistan

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Humidifying plant	Ref. E.S.B. 27133/62
Automatic brick-making machinery	Ref. E.S.B. 26649/62

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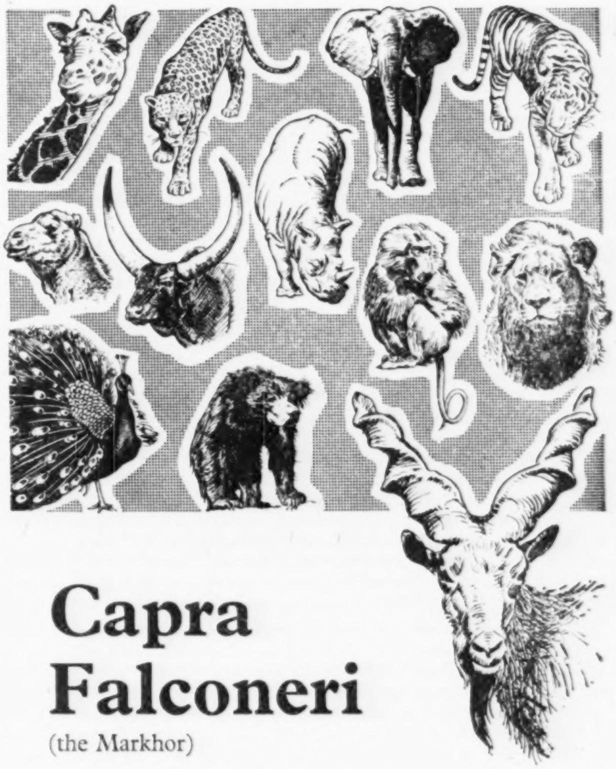

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Pakistan — Opportunities for Industry (*Continued*)

Opportunities for Private Investment

Reference has already been made to provide investment in Pakistan. No reliable figures are available but the value of British private investment in Pakistan may well be in the region of £70 million; probably as much as that from all other countries put together although other countries are now showing an increasing interest in and awareness of the possibilities. The Pakistan Government have put on record that it is not their intention or policy to nationalize industries and that should circumstances or an emergency necessitate nationalization in any particular case, just and fair compensation will be paid in the currency of the country of origin.

In an effort to attract overseas private investment, the Pakistan Government have set up an Investment Promotion Bureau in Karichi and among the facilities offered to the overseas investor are repatriation at any time of capital invested in approved industries established after September 1, 1954, to the extent of the original investment; no restriction on the remittance of current profits to the country from which the investment came and tax holidays of 4, 6 and 8 years depending on the area in which the approved industry is established. There are no rigid rules on the participation of Pakistani capital, but it is normally accepted that local expenditure will be met from local equity capital. Full details of the facilities offered may be obtained from the Investment Promotion Bureau, Ministry of Industries, Government of Pakistan, Karachi or from the Pakistan High Commission in London.

It is not possible within the scope of this article to give advice on the prospects for individual firms since much depends on the particular type of industry. There is now a shift of emphasis towards basic and heavy industry; for example, an oil refinery will soon be completed at Karachi and another is projected for East Pakistan; there are projects for the establishment of steel plants in West and East Pakistan, for a petro-chemicals industry based on natural gas and for the progressive manufacture of tractors and road vehicles. The scope for lighter types of industry is becoming increasingly restricted to East Pakistan. Among the adverse factors are the physical separation of the two wings of the country involving a 3,000 miles sea trip; the limited available natural resources and the very low purchasing power of the bulk of the population. There is also the possibility that tied American aid may have to be used for the import of raw materials and parts and this could make it extremely difficult for British investors in certain types of industry, such as, say, the progressive manufacture of motor vehicles. There is also at present a lack of ancillary industries but this, of course, is something of a vicious circle which will be broken as industrial development proceeds. Moreover the Government may take a keen interest in the prices of the finished goods particularly where the industry is in a protected monopoly position in the Pakistan market and another perhaps discouraging aspect is the drive to increase exports of manufactured goods which has resulted in certain industries having import licences for raw materials linked to a limited extent to their export performance. These and other matters can, of course, be discussed in advance with the Investment Promotion Bureau.

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In recent years there have been relatively few labour disputes involving stoppage of work; labour is plentiful and fairly good at acquiring skills, and wages are low. On the other hand productivity is low and employers usually have to provide medical benefits, subsidized canteens and in certain cases assistance with housing, travel and so on. The cost of living for foreign nationals in Pakistan is high and it is Government policy that specified percentages of Pakistani nations should be employed in different salary ranges. This 'Pakistanization' policy is not, however, likely to cause significant difficulties for new industrial investors.

While the prospects for investment can be weighed objectively only after a thorough survey of conditions in Pakistan it is worth remembering that the disadvantages of staying out may be much greater than the immediate advantages of coming in, because for some years ahead there may well be scope for only one factory of that particular type in Pakistan and local production is always likely to lead to restrictions, or even a ban, on imports.

The Future

After more than 3½ years of Martial Law, Pakistan has now returned to a representative form of Government under a strong executive President and President Ayub remains at the helm of the country's affairs. Future political developments are not easy to forecast but so far the economic and financial policies followed with a considerable measure of success during the period of Martial Law have been continued and there is no reason to expect any significant change in them. There has, however, been a shift of emphasis towards developing the more backward areas of the country, and in particular East Pakistan, to achieve a more uniform standard of living over the country as a whole.

It must be frankly admitted that the problems of economic development facing Pakistan are immense; and yet achievements of the past 15 years against what, at times, must have seemed insuperable odds, encourages the conviction that substantial progress will continue towards a self-generating economy. It is quite impossible to say when that target will be reached and with Pakistan likely to remain heavily dependent on external assistance for some years to come, the length of the journey is not entirely in her own hands. Nor, for that matter, can the aid giving countries and agencies guarantee their aid contributions far in advance, for what they can do to help must inevitably be limited by their own available resources and the growing competing demands on those resources.

If there should be a significant rise in raw material prices – particularly prices of raw jute and cotton – Pakistan's foreign exchange position would be eased, but it seems that only the discovery of oil in large commercial quantities could change the economic picture fundamentally. This somewhat remote prospect apart, there would appear to be little hope that Pakistan will be able to go much further in the foreseeable future in the direction of liberalizing imports on the basis of her own foreign exchange earnings.

Tied aid will certainly continue to affect British manufacturers, probably to an increasing extent, although, at the same time, the total demand for capital goods will rise considerably. British goods and trading methods are well known and highly respected in Pakistan and British manufacturers should not assume too readily that, because of the tied aid complications, there are no opportunities for sales there. Their policy should be one of continuous and intelligent probing of the possibilities since what at first sight might seem a hopeless prospect *could* turn out to be something quite different if an active interest is shown. But *some* frustrations and disappointments will inevitably have to be accepted.

LORD DERWENT AT THE BOARD OF TRADE

Lord Derwent, who has been appointed an additional Minister of State, joined the Board of Trade on October 4. He will act as spokesman for Board of Trade and the Ministry of Power in the House of Lords, and will also assist Lord Dundee in handling Treasury business. Lord Derwent's appointment was announced from the Prime Minister's office on September 6.

President Sees Greenock Deputation

MR. FREDERICK ERROLL, President of the Board of Trade, received a deputation on Monday from Greenock led by Provost S. Stevenson and introduced by Dr. Dickson Mabon M.P. The deputation expressed their concern at the continued high rate of unemployment in the area and urged that the Board of Trade should take further steps, including the provision of an advance factory, to bring new jobs to Greenock.

Mr. Erroll pointed out that Board of Trade factories in the Greenock/Port Glasgow area now covered about 1 million square feet and employed 5,000 people. Since the Local Employment Act came into force in April 1960, six projects had been completed to provide an extra 900 jobs. The Board of Trade had, therefore, been continuing to make a substantial contribution towards bringing new jobs and industrial diversification to the area.

Mr. Erroll fully recognized, however, the seriousness of the unemployment position in Greenock/Port Glasgow. He assured the deputation that he would continue to do everything practicable to encourage the introduction and expansion of industry there, and that the claims of the area would be very seriously considered in any further programme of advance factory building.

Deputation from Napier Aero Engines Limited Visits the President

MR. FREDERICK ERROLL, President of the Board of Trade, received a deputation on Monday representing the employees of the Napier Aero Engines Limited factory at Acton. The deputation, which was led by Mr. Philip Holland, M.P., asked the President to help keep the factory open by finding another engineering company to take it over as a going concern. They pointed out that the factory provided the skilled labour and the plant capable of undertaking light and general engineering work of any kind.

The President said that the disposal of this privately-owned factory was a commercial matter, over which he had no control. An Industrial Development Certificate would not be needed by any concern wishing to take over the premises as they stood. He saw no need for the Board of Trade to take any special measures to find another company to take it over. He explained that demand for labour in the area remained buoyant and that unemployment was currently well below the national average. In these circumstances, the needs of other parts of the country with serious unemployment had to be given priority.

Vice-Minister of Foreign Trade of The People's Republic of China to Visit Britain

MR. LU HSU-CHANG, Vice-Minister of Foreign Trade of the People's Republic of China, has accepted an invitation from the President of the Board of Trade to come to Britain for a good will visit as guest of Her Majesty's Government. It is hoped that Mr. Lu's visit will take place towards the end of November.

Investment between Britain and the United States

'FROM OUR point of view, the United States is Britain's largest market; about 8 per cent. of total British exports went to the United States in 1961 and in the first eight months of 1962', said Mr. David Price, Parliamentary Secretary, Board of Trade, at a luncheon given by Fine Tubes Ltd., at the Continental Hotel, Plymouth, on October 5. 'British exports to the United States doubled between 1955 and 1959, when they passed the billion dollar mark for the first time. Since then our trade has suffered a set-back, largely due to the sharp decline in demand for most types of imported cars following the introduction of "compact" United States cars. But in late 1961 and early 1962, with the United States economy recovering strongly after the 1960/61 recession, trade has improved. In spite of the Wall Street slump at the end of May, in the period June-August exports to the United States (seasonally adjusted) were 3 per cent. more than in the previous three months and 18 per cent. more than a year earlier. Britain is the United State's largest supplier of imports after Canada and Japan.

'On the whole the prospects for increasing this very important trade between our two countries are good. Of course there are a number of specific matters which frustrate greater trade in particular products. For instance the American citrus fruit industry feels keenly about our quota restrictions on dollar imports – a device which we use to protect West Indian growers. British wool textile exporters feel very sore about the very high tariff on importation of woollen goods into the United States.'

This year, the Parliamentary Secretary continued, had produced a new Trade Expansion Bill in the United States. We in Britain welcomed the passage of this Bill through Congress and the scope which the new powers in the Bill would give the President to pursue liberal expansionist and outward-looking trade policies. However, experience had shown that it was not an easy matter to lower trade barriers and to keep them down. We hoped that the President would be able to use his new powers with real and significant effect. We would certainly play our part to the full in any tariff negotiations which resulted from this Bill. In recent years American investment in Britain represented some three-quarters of the total flow of inward investment into this country. In actual figures total American direct investment in Britain had increased from $2,000 million in 1957 to $3,500 million in 1961. It was interesting to note that American direct investment in Britain at the end of 1961 was larger than the total direct American investment in the six countries of the European Economic Community.

'On the British side, we are the largest foreign direct investor in the United States. In actual figures our total direct investment represented $2,250 million in 1960 – about two-thirds of similar American investment in Britain and nearly equal to the total direct investment by all other European countries. It is also interesting to note that whereas two-thirds of the American investment in Britain has been in manufacturing industry, about half of the British investment in the United States has been in finance and insurance.

'In a world made every day smaller by the advances of science and where even the largest nation is no longer self-sufficient, the nations of the world fumble and fulminate their way uncertainly towards some form of world order. I am certain that eventually we shall have world order. To me the only question is whether world order is to be within the humanistic and democratic traditions of the West or within the savage and totalitarian traditions of the East. Within which tradition world order will ultimately emerge will depend largely upon our two peoples, for personal liberty has many enemies in the modern world.'

'Move Offices Away from Central London'

'THE floor space covered by a single waste paper basket in central London costs £5 a year in rent and rates alone – three or four times more, in many cases, than in a town outside.' This illustration was given by Sir Keith Joseph, Minister of Housing and Local Government, when opening the new head offices of Birds Eye Food Ltd., at Walton-on-Thames, on October 3.

Urging more firms to follow this example and move their office work out of central London, he said: 'When you move to a town outside, you get rid of much of the strain on the staff of the journey to work. Homes can be got near to the office – and the work itself can be in congenial surroundings. This is the pattern of the future.'

'Scope for Relaxation and Stimulus to the Economy'

—*The Chancellor*

'IT IS MORE IMPORTANT to encourage a trend that can be maintained, than to try and force a pace which cannot', Mr. Reginald Maudling, Chancellor of the Exchequer, said at the Lord Mayor's dinner to bankers and merchants at the Mansion House, London, on October 3. He was referring to the scope for relaxation and stimulus to the United Kingdom economy.

Mr. Maudling said that since the beginning of the year production had increased substantially. Looking at the broad trend underlying the monthly figures, industrial production had been rising at an annual rate of about 7 per cent. and total output 4 or 5 per cent. This was an important gain albeit from a comparatively low starting point.

Demand had been rising both at home and abroad. Exports had increased by about 6 per cent. over the past six months – more than we had expected. The August figures, although disappointing, should not necessarily be assumed to indicate any change in trend. But they were a reminder of how narrow a margin we had in our balance of payments. Consumer expenditure seemed to have been rising since the beginning of this year, although it was only recently that retail sales had begun to show a marked increase. Public expenditure had been increasing with the increase in costs and the expansion in services; and public investment continued on a rising curve. Only private investment had declined; but this seemed to have been fully offset by the rise in public investment.

Mr. Maudling went on to say that the general picture was of an improved position abroad with sterling stronger and exports increasing, but with the most recent figures suggesting that our current surplus might be narrowing again. At home, demand and production have been expanding, but not so fast as to avoid some increase in unemployment, and there was undoubtedly spare capacity in the economy.

'I conclude from this that there is scope for relaxation and for stimulus to the economy, but that action should be methodical and timing deliberate', Mr. Maudling said. 'It is more important to encourage a trend that can be maintained, than to try and force a pace which cannot. We must avoid abrupt changes of direction, and this suggests that at a time when consumption and stock building appear likely to be growing naturally, and the margin on our balance of payments is narrower than we should have liked, any steps to stimulate the economy should be taken with care, and decided stage by stage as the situation unfolds.'

The Chancellor went on to say that last week's decision to release part of the special deposits was a beginning. Post War Credits had been outstanding now for a very long time. The rate of their repayment had of course been limited by economic conditions. In present circumstances a further move was justified and he proposed to ask Parliament for authority to release another three year instalment, bringing the age for repayment down to 60 for men and 55 for women. This was the most that can be done administratively and it would involve the release of some £42 million altogether over and above the annual releases of £18 million. Though no doubt a good deal of this would be saved, it would also be a useful addition to purchasing power, and it had the advantage of not creating any recurring commitment.

Private Investment

The Chancellor said that public investment was on a rising curve, and next year's figure would probably be over £175 million more than this year's. 'When private investment is lagging it is well that public investment should take up some of the running, in particular when it comes to providing the services that will be required by the next wave of private investment. There is of course the limitation that by and large private manufacturing investment calls more for products of the heavy engineering industry, while the burden of public service investment falls mainly upon the construction industries that are already fairly heavily loaded. But the Government have nevertheless recently authorized additional public service investment – principally in housing and education – to be started within the next 18 months that will amount to some £70 million.'

'Within this figure special attention will be paid to areas such as Scotland and the North-East where there are idle resources to be used. To give one example, we are this year doubling the rate of road building in the North-East as there seems little doubt that the present condition of communications with and within these areas inhibits industrial investment. By spending money now on roads we should make it easier in the future to attract private capital investment to the area. We also plan to go ahead with the building of some more advance factories in these districts.

'The measures to which I have referred will together give some stimulus to an economy which is already expanding: I judge this to be enough for present circumstances, but if the picture changes we will consider other steps.'

Challenge of Common Market

Speaking about private investment in manufacturing industry, the Chancellor said: 'We must all feel concern at present trends and future forecasts of a falling rate of investment in this field. There are, however, certain special factors that should not be ignored. We are nearing the end of a phase of exceptionally heavy investment in some of the most highly capitalized industries such as steel and motor cars. At the same time factors beyond our control are bound to create uncertainty in the minds of industrialists. The greatest of these is certainly the Common Market with all the opportunity and challenge that our membership will present to British industry. There are the doubts too about the future course of the American economy which must exert a restraining influence. Taking all these factors together, it seems to me that for the time being we cannot expect any vigorous expansion of private investment, and I do not believe that any new measures could guarantee this in the face of all the uncertainties.'

The Chancellor said his own conviction was that the major determining factor in private investment was the prospect of a sound and growing market. All other considerations were subordinate to this. The best way therefore in which the Government could encourage investment was by holding out the prospect of a steady growth of demand. For the industrialist steadiness must be of a great importance. So in the measures he was now taking he had laid particular stress on progressive application and advance at a speed that could be maintained. This seemed the best means of providing the confidence in the future upon which an expansion of investment would certainly depend.

Referring to the great progress made by Britain in recent years, the Chancellor said: 'We have maintained the standing of sterling. We have restored freedom to the economy and we have seen a steady rise in living standards. But we have not achieved the rate of growth at which we must aim. Our major objective now, while sacrificing nothing that has been gained, is to achieve a higher and more stable rate of economic growth. There are limiting factors, external and internal both of which must be recognized and tackled. The ratio between our reserves and our liabilities is only a fraction of what it was prewar, and this creates problems for internal policy. Short term capital movements of a speculative character, or the notorious leads and lags, can still cause difficulties for our rate of growth. If we had higher reserves, or lower liabilities, we would have more elbow room in expanding the economy. At home there are many limitations on our rate of growth; trained manpower, for example, or the absence of a reserve of labour. But there are two to which I attach special importance. First there are those inherent instabilities of a free society, the stock cycle and the investment cycle. Secondly there is the problem of ensuring that incomes do not march forward ahead of productivity. These are two basic problems of growth in a free society, as our friends in Europe and across the Atlantic are also now discovering. Their solution will take time but with the help that we will receive from NEDC and NIC I am confident that we can and shall make progress.'

In a final reference to the Common Market, the Chancellor said: 'Nothing could provide greater stimulus to efficiency or opportunity for the expansion to British industry and to the bankers and merchants of the City of London than our inclusion in an enlarged EEC. The successful conclusion of the present negotiations will start a new era in our economic development and give fresh strength to the Prosperity of the Public Purse, the main subject of the toast to which I have had the honour to reply.'

GATT 1961 Annual Report

The GATT annual report on 'International Trade 1961' has been published in three parts. The first part analyses recent trends in international trade, the second part deals with trade in primary products and manufactures, and the third part examines developments in trade by areas and countries. There is also an appendix which sets out statistical tables showing the network of international trade from 1953 to 1961 inclusive.

The following is an extract from the report:

Value and volume of International Trade

'The expansion of international trade in evidence since 1959 continued in 1961 when the value of world exports (excluding United States special categories) reached $131,000 million, the highest ever to be recorded and $5,400 million above the value of 1960. However, the rate of growth in 1961 was considerably less than in the preceding years (4 per cent., compared with 11 per cent. in 1960 and 8 per cent. in 1959). International trade expanded more rapidly during the second half of 1961 than during the first half, to a great extent because North American imports, which had fallen at the beginning of the year, picked up rapidly in the second half as a result of an upsurge in industrial production.

'Average prices in world trade fell slightly over the year (by about 1 per cent.), so that the volume of trade rose by about 5 per cent. as compared with the 4 per cent. increase in value. The prices of manufactures continues to rise while the prices of primary products as a whole declined further in 1961. The ample supplies and the correspondingly high stocks which have marked recent years exerted a steady pressure on the prices of many primary products and outweighed the effects of increasing demand. The increase in the value of world trade in manufactures was greater than that for primary products (about $3,600 million as compared with $2,400 million).

'The reduced rate of growth in trade must be seen against the background of the slower growth in world output. The rise in total comodity production amounted to 2 per cent. as compared to 6 per cent. in 1960. This was due mainly to a slackening in the expansion of industrial production in Western Europe and to the fact that industrial output in North America in 1961, in spite of the recovery in the latter part of the year, barely exceeded the level of 1960.'

Trade of Major Areas

'Within the general picture of reduced growth which affected all major trading areas several noteworthy features stand out:

(i) *two thirds of the rise in world exports were accounted for by trade among Western European countries;* in particular, exports of the countries of the EEC to one another and to other Western European countries represented about one half of the world rise;

(ii) *exports from North America levelled off in* 1961 after having shown a great increase in 1960, especially to other industrial countries; exports to Japan, which rose by $400 million, formed the only exception in 1961;

(iii) *trade between industrial and non-industrial areas remained stagnant in both directions*, except that the rapid expansion of the Japanese economy led to an increase by $400 million in imports from the non-industrial areas; this stagnation contrasted with the substantial expansion experienced between 1959 and 1960.'

Copies of the report are available in English or French from the Information and Library Services, GATT secretariat, Villa Le Bocage, Palais des Nations, Geneva 10, and from United Nations' Sales Agents. Sales No. GATT/1962—4. Price Sw.F.6.

Common Market Talks Resumed

Britain's negotiations for joining the European Economic Community were resumed in Brussels on Monday at ministerial level. The British delegation was led by Mr. Edward Heath, the Lord Privy Seal.

Oil Equipment Manufacturers are Optimistic

'Orders placed with United Kingdom manufacturers for petroleum equipment in the first six months of 1962 amounted to £48·75 million, which is roughly £3·4 million down from the same period in 1961. United Kingdom figures do not, however, include orders placed by oil companies based abroad, or orders placed by the contracting engineers, and since the latter orders are growing in size at the expense of oil company orders, it is possible to doubt the comparability of the figures for the two periods.'

This was announced by the Chairman of the Council, Mr. J. M. Storey, at the annual dinner at Grosvenor House, London, on October 3 of the Council of British Manufacturers of Petroleum Equipment. He continued: 'Should the United Kingdom be in the Common Market we should be in a more favourable position to compete with the Continental competition, but you can be assured that our competitors on the Continent will not take matters lying down and we shall have to see that our pencils are nice and sharp.

'The future, I am certain, gives grounds for optimism. One of the best authorities estimates that consumption in the United States will increase by 1975 roughly 50 per cent., whereas consumption in Europe will increase 150 per cent. In other words, consumption in Europe running at about 200 million tons in 1960 will increase to 470 million tons by 1975.'

Foreign Compensation (Egypt) Claims Order 1962

Attention is drawn to the Foreign Compensation (Egypt) (Determination and Registration of Claims) Order, 1962 (S.I. No. 2187), which replaces the Foreign Compensation (Egypt) (Determination and Registration of Claims) Order, 1959, as amended by subsequent Orders.

The principal purposes of the Order are to consolidate the previous Orders and to make new provisions to facilitate the establishment of claims to which Part III of the Order applies (including claims registered under Article 6 of the Order of 1959, as amended). These new provisions are based on amendments to Article III (c) and Annex E of the Agreement between H.M. Government and the Government of the United Arab Republic of February 28, 1959 (Cmnd. 723) made by an Exchange of Notes between the two Governments on August 7, 1962 (Nos. 3 (a) and 3 (b) in Cmnd 1820).

Articles 4 and 6 of the Order contain new provisions concerning Egyptian controlled companies as defined in paragraph (2) of Article 1.

Board of Trade Advance Factory for North West Wales

The Board of Trade Office for Wales announced on October 4 that Portmadoc, which is conveniently situated to deal with unemployment in the Pwllheli, Portmadoc and Blaenau Ffestiniog areas, has been selected as the location of the advance factory for North West Wales foreshadowed by the President of the Board of Trade in the House of Commons on July 26.

The factory will be of about 10,000 sq. ft. in area and negotiations are proceeding for the acquisition of the necessary land. Building will commence as soon as circumstances permit and will be supervised by the Industrial Estates Management Corporation for Wales.

The factory at Portmadoc will be the third advance factory to be built by the Board in Wales in recent years. Others at Holyhead and Pembroke Dock have been successfully let.

Gold and Convertible Currency Reserves in September

The gold and convertible currency reserves fell by £20 million to stand at £997 million on September 30, 1962.

Export of Light Metal Scrap, Wastes and Residues

AT THE REQUEST OF the Ministry of Aviation, the Board of Trade announce that new arrangements have been made governing the export of specified types of light metal scrap, wastes and residues.

An Open General Licence has been issued permitting the export to any destination during the period October 17, 1962, to January 16, 1963, of aluminium scrap and residues as detailed below:

- (1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent. or more by weight of aluminium, other than:
  - (i) scrap derived from wrought material (including foil);
  - (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  - (iii) unused cast scrap;
  - (iv) swarf, turnings, millings, borings and routings.
- (2) Metallic residues, the following:
  - (i) Aluminium skimmings and dross
  - (ii) Aluminium ball mill dust

Where the applicant can satisfy the Board that he has the material in stock or can readily obtain supplies, the Board are prepared to consider applications to export consignments of up to 25 tons of the following:

- (a) Aluminium turnings with a zinc content in excess of 2 per cent.
- (b) Highly contaminated magnesium scrap or swarf of very low grade.

The Board will not normally consider applications to export light metal scrap, wastes and residues other than those referred to above, unless the applicant can show that he has material in stock which he is unable to sell to consumers in the United Kingdom.

Further notices will be issued from time to time when it is considered necessary to amend the practice.

Inquiries concerning this notice should be addressed to Air A2(LM), Ministry of Aviation, 1-13 St. Giles High Street, W.C.2. Telephone Museum 3644, Extension 750.

Correspondence or inquiries concerning the issue of licences should be addressed to Export Licensing Branch, Board of Trade, Gavrelle House, Bunhill Row, E.C.1. Telephone Monarch 4071.

Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and Branches.

Note: The present notice sets out the current position in respect of light metal scrap, wastes and residues for which the Ministry of Aviation have production responsibility. The position in respect of those non-ferrous metals for which the Board of Trade have production responsibility was set out in a Press Notice issued on August 30, 1962. (See *Board of Trade Journal*, August 31, 1962, page 453.)

The two new features of these arrangements are:

- (a) the Open General Licence which has now been issued allowing the free export of certain specified types of aluminium scrap and metallic residues for a limited period of 3 months; and
- (b) the provision for exports of small lots of aluminium turnings with a high zinc content, and of highly contaminated magnesium scrap or swarf, of very low grade.

Cotton Board Design Scholarships

THE COTTON BOARD is again offering Travel Scholarships, up to a total value of £2,000, for textile designers working in or for the cotton industry. Submissions are to be sent to the Secretary, The Cotton Board, Textile Education and Scholarship Committee, Royal Exchange, Manchester 2, from whom further details can be obtained, not later than November 9, 1962.

Machine Tool Research

A comprehensive list of researches in machine tools has been published by the DSIR Committee set up in 1960 to co-ordinate British research in machine tool technology. Copies free from the Library, DSIR, State House, High Holborn, London, W.C.1.

1,824,000 Overseas Visitors Earned Britain £298m. Last Year

TO MEET COMPETITION from other parts of the world and to develop tourist traffic from the United States, Britain and all other European countries must conduct a planned, sustained and vigorous campaign to promote Europe's tourist attractions, says the British Travel and Holidays Association in its report for the year ended March 1962.

The report shows that although Britain's 1,824,000 overseas visitors in 1961 represented an increase of nine per cent. over the previous year, the number of tourists from the United States decreased by one per cent. to 424,000. This was the first decrease in American traffic since 1951, when a slight fall reflected a disturbed international situation.

Company Law Committee Report

AN INDEX to the Report and the Minutes of Evidence of the Company Law Committee (Chairman: Lord Jenkins) was published on October 8, 1962. The Index includes a Table of Cases and a list of witnesses who gave oral evidence.

Copies: H.M. Stationery Office. Price 2s. By post 2s. 4d.

Notes: The Report of the Company Law Committee (Cmnd. 1749), which was published on June 21, 1962, price 12s. 6d., gives the findings and recommendations of the committee, and a list of organizations and individuals who gave oral evidence.

The Minutes of Evidence, consisting of the oral evidence and the written evidence to which it referred, were published separately, between November 9, 1960 and June 14, 1961. They are available from H.M. Stationary Office in 19 parts, at a total cost of £4 5s. 0d.

Commonwealth Telecommunications Board Report

THE General Post Office announce that telephone traffic over the Commonwealth telecommunications system increased in the 12 months ended March this year by 13 per cent. Commonwealth telex traffic increased by 7·6 per cent. and telegraph traffic by 1·5 per cent. These figures are given in the Eleventh General Report of the Commonwealth Telecommunications Board, which also shows that continued progress is being made in the provision of the comprehensive telephone cable system that will link countries of the Commonwealth.

The first section of this system is the transatlantic cable between Britain and Canada, which was brought into service last December. The construction of the Pacific Ocean cable from Australia and New Zealand to Canada via Hawaii and Fiji is well under way. The Tasman Sea section between Australia and New Zealand was opened for service in July this year and the whole of the Pacific cable is due to be completed by the end of 1963.

More Overseas Officers Find Posts at Home

THE RATE of resettlement of former members of Her Majesty's Overseas Civil Service bore up well during the first half of this year, despite the credit squeeze. Reporting this, the Overseas Services Resettlement Bureau records that February, with 87 men placed, was the best month the Bureau had had since it came into being five years ago. It was at the end of last year that the Bureau issued a new booklet giving details of its services and of the type of people registered with it. It has now issued the first of a series of half-yearly progress reports.

The Overseas Services Resettlement Bureau, which now forms part of the Department of Technical Co-operation, was set up by H.M. Government in 1957, with the object of helping to place in new careers men and women from this country who had made their careers in H.M. Overseas Civil Service and who were returning home when the country in which they had been serving attained independence.

Complete Town for Sudan

Turriff Construction Corporation Ltd., London, are to build in the Sudan a complete township consisting of twenty-six villages and a new town. The contract, worth £13 million, includes the provision of shops, houses, a mosque, police station and a prison, offices, a town hall and a court, a hospital, health centres, an animal hospital and cattle market, twenty-eight schools and a meteorological station. The firm will also build the interconnecting roads, lay the water and electricity supply and provide an air strip for the town.

Capital Expenditure in the Second Quarter of 1962

FINAL ESTIMATES for the second quarter of 1962 show that the volume of capital expenditure by the manufacturing, distributive and service industries, seasonally adjusted at 1958 prices, was about 3½ per cent. higher than in the previous quarter. As may be seen from the figures in Table 1 this rise in expenditure was due to higher expenditure by the distributive and service industries, slightly offset by a continued decline in manufacturing expenditure.

Table 1. Industry's Fixed Capital Expenditure at 1958 Prices Seasonally Adjusted (a)

£ million

	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1957	961	653	1,614
1958	922	699	1,621
1959	867	795	1,662
1960	1,024	879	1,903
1961	1,229	849	2,078
1957 1st quarter	248	161	409
2nd quarter	246	156	402
3rd quarter	234	174	408
4th quarter	233	162	395
1958 1st quarter	233	181	414
2nd quarter	233	165	398
3rd quarter	232	177	409
4th quarter	224	176	400
1959 1st quarter	213	173	386
2nd quarter	214	206	420
3rd quarter	215	198	413
4th quarter	225	218	443
1960 1st quarter	239	216	455
2nd quarter	245	223	468
3rd quarter	272	219	491
4th quarter	268	221	489
1961 1st quarter	290	213	503
2nd quarter	311	212	523
3rd quarter	329	225	554
4th quarter	299	199	498
1962 1st quarter	293	189	482
2nd quarter	290	209	499

The total of manufacturing industry and of the disributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent. of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure by private industry and business.

For other footnotes, see end of article.

Expenditure by these two groups of industries, taken together, was 7 per cent. lower in the first half of 1962 than in the last six months of 1961, with manufacturing expenditure down by 7 per cent. and expenditure by the distributive and service industries down by 6 per cent. These figures are more or less in line with the latest estimates of expected changes in capital expenditure in 1962 (see *Board of Trade Journal* of September 21, 1962).

Manufacturing Industry

The total expenditure of manufacturing industry in the second quarter of 1962 is now estimated to have amounted to some £298 million, at current prices. This figure is almost the same as that (£297 million) estimated at the provisional stage one month ago and is some 5 per cent. less than in the same quarter of 1961—with expenditure on building work up 3 per cent. and on plant and machinery down 7 per cent. The volume of fixed capital expenditure by manufacturing industry (at 1958 prices, not seasonally adjusted) was £282 million, or some 7 per cent. lower than in the second quarter of last year. The total seasonally adjusted volume figure (at 1958 prices) amounted to £290 million, or 1 per cent. less than in the first quarter of this year – following declines from the level of the previous quarter of 9 per cent. and 2 per cent., respectively, in the fourth quarter of 1961 and the first quarter of 1962.

As may be seen from the detailed information provided in Table 3, the decline in the expenditure of manufacturing industry in the second quarter of 1962, compared with the same quarter of 1961, affected most groups of industries excepting the paper and printing and chemicals and allied groups of industries.

Distributive and Service Industries

Final estimates of capital expenditure by the distributive and service industries in the second quarter of 1962 show that the volume of their expenditure (at 1958 prices, seasonally adjusted) was £209 million, an increase of 10 per cent. compared with the previous quarter, making a decrease for the first half of 1962 of 6 per cent. compared with the previous six months.

The volume of expenditure of these industries before seasonal adjustment, was £203 million, 2 per cent. lower than in the second quarter of last year, with expenditure on building work and on plant

Table 2. Fixed Capital Expenditure at Average 1958 Prices, Not Seasonally Adjusted, Showing Percentage Changes Compared with Corresponding Periods a Year Earlier (a)

	MANUFACTURING INDUSTRY (b)							
	Building work		Vehicles		Plant and machinery		Total	
	£ million	% Change	£ million	% Change	£ million	% Change	£ million	% Change
1957	272·6	N/C	45·4	— 8	643·0	+ 6	961·0	+ 4
1958	246·9	— 9	52·4	+15	622·6	— 3	921·9	— 4
1959	223·1	—10	56·9	+ 9	586·5	— 6	866·5	— 6
1960	271·7	+22	75·3	+32	676·8	+15	1,023·8	+18
1961	350·8	+29	75·9	+ 1	802·0	+18	1,228·7	+20
1958 1st quarter	56·0	—18	13·1	+54	152·4	— 4	221·5	— 6
2nd quarter	63·6	— 2	13·9	+21	149·4	— 8	226·9	— 5
3rd quarter	60·7	— 9	12·9	+ 9	156·2	+ 2	229·8	— 1
4th quarter	66·6	— 8	12·5	— 8	164·6	— 2	243·7	— 4
1959 1st quarter	49·0	—12	13·6	+ 4	139·0	— 9	201·6	— 9
2nd quarter	51·0	—20	15·2	+ 9	142·1	— 5	208·3	— 8
3rd quarter	52·9	—13	13·0	+ 1	146·6	— 6	212·5	— 8
4th quarter	70·2	+ 5	15·1	+21	158·8	— 4	244·1	N/C
1960 1st quarter	58·3	+19	17·0	+25	150·7	+ 8	226·0	+12
2nd quarter	61·8	+21	20·2	+33	156·2	+10	238·2	+14
3rd quarter	72·9	+38	18·3	+41	178·1	+21	269·3	+27
4th quarter	78·7	+12	19·8	+31	191·8	+21	290·3	+19
1961 1st quarter	72·8	+25	19·6	+15	182·4	+21	274·8	+22
2nd quarter	86·6	+41	21·6	+ 7	194·7	+25	302·9	+27
3rd quarter	91·2	+25	18·6	+ 2	216·1	+21	325·9	+21
4th quarter	100·2	+27	16·1	—19	208·8	+ 9	325·1	+12
1962 1st quarter	81·1	+11	17·3	—12	179·7	— 1	278·1	+ 1
2nd quarter	85·8	— 1	17·0	—21	178·9	— 8	281·7	— 7

	DISTRIBUTIVE AND SERVICE INDUSTRIES (c)							
	Building work		Vehicles		Plant and machinery		Total	
	£ million	% Change	£ million	% Change	£ million	% Change	£ million	% Change
1957	192	+ 3	306	+ 7	155	+15	653	+ 7
1958	202	+ 5	326	+ 6	171	+10	699	+ 7
1959	234	+16	364	+12	197	+15	795	+14
1960	267	+14	401	+10	211	+ 7	879	+11
1961	267	N/C	369	— 8	213	+ 1	849	— 4
1958 1st quarter	52	N/C	84	+16	46	+20	182	+12
2nd quarter	46	+ 2	77	+ 5	38	+19	161	+ 5
3rd quarter	50	+ 7	76	— 3	39	+ 2	165	+ 1
4th quarter	54	+16	89	+ 8	48	+ 3	191	+ 9
1959 1st quarter	55	+ 5	75	—11	45	— 2	175	— 4
2nd quarter	57	+24	97	+25	48	+27	202	+25
3rd quarter	55	+12	81	+ 8	47	+22	183	+12
4th quarter	67	+23	111	+25	57	+20	235	+23
1960 1st quarter	69	+25	98	+31	52	+16	219	+25
2nd quarter	66	+16	102	+ 6	49	+ 3	217	+ 8
3rd quarter	61	+10	91	+12	52	+ 9	204	+11
4th quarter	71	+ 7	110	— 1	58	+ 2	239	+ 2
1961 1st quarter	62	—10	99	+ 1	54	+ 4	215	— 2
2nd quarter	67	+ 1	89	—12	50	+ 2	206	— 5
3rd quarter	68	+12	92	+ 1	52	N/C	212	+ 4
4th quarter	70	— 1	89	—19	57	— 3	216	—10
1962 1st quarter	67	+ 8	72	—27	53	— 1	192	—11
2nd quarter	68	+ 2	82	— 9	53	+ 5	203	— 2

Capital Expenditure (*Continued*)

and machinery higher than a year ago (2 per cent. and 5 per cent., respectively) with expenditure on vehicles 9 per cent. lower.

The total capital expenditure of these industries at current prices during the quarter was 2 per cent. higher at £209 million than in the second quarter of 1961. Compared with last year, expenditure by wholesale distributors and other industries was lower, whereas expenditure was higher both in the case of retail distribution and of the shipping industry.

Table 3. Fixed Capital Expenditure in Manufacturing Industry at Current Prices (a) (b)

£ million

	ANALYSIS BY INDUSTRY GROUP											ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture		Engineering, Shipbuilding and Metal Goods	Vehicles		Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	All Manufacturing Industries			
			Total	Iron and Steel		Total	Motor Vehicles							
	Standard Industrial Classification Orders											Building work	Vehicles	Plant and machinery
	III	IV	V	Part of V	VI, VII and IX	VIII	Part of VIII	X to XII	XV	XIII, XIV and XVI	III to XVI			
1957	107·6	187·6	132·2	108·7	206·6	78·9	50·9	76·7	76·9	64·8	931·3	264·5	44·7	622·1
1958	112·6	197·0	143·5	128·5	204·8	69·8	44·0	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·0	164·2	129·9	111·7	199·9	68·5	40·0	66·5	60·0	68·4	863·4	219·6	55·1	588·7
1960	128·1	156·7	188·7	167·1	231·2	78·9	55·4	85·8	67·9	90·9	1,028·2	267·9	70·6	689·7
1961	130·6	204·3	254·0	227·3	275·6	95·9	78·6	113·7	83·0	118·9	1,276·0	354·0	72·2	849·8
1957 1st quarter	26·2	42·6	31·1	25·8	50·1	19·2	12·6	19·0	18·6	15·8	222·6	64·9	8·3	149·4
2nd quarter	23·9	48·2	35·1	29·1	44·1	22·5	15·2	20·0	19·7	15·4	228·9	62·7	11·2	155·0
3rd quarter	26·9	44·4	33·5	27·5	50·7	18·3	11·8	17·5	17·7	17·9	226·9	65·4	11·7	149·8
4th quarter	30·6	52·4	32·5	26·3	61·7	18·9	11·3	20·2	20·9	15·7	252·9	71·5	13·5	167·9
1958 1st quarter	28·3	48·7	33·7	29·4	47·2	15·2	9·5	15·6	16·9	15·5	221·1	55·6	13·1	152·4
2nd quarter	27·9	48·4	35·5	31·7	50·5	16·9	10·5	15·1	17·6	15·2	227·1	63·6	13·9	149·6
3rd quarter	28·7	46·3	42·1	38·8	48·9	17·3	10·9	16·8	13·5	16·5	230·1	61·2	12·9	156·0
4th quarter	27·7	53·6	32·2	28·6	58·2	20·4	13·1	16·1	17·2	17·9	243·3	66·6	12·5	164·2
1959 1st quarter	24·7	44·5	28·0	25·1	45·0	16·8	11·7	12·5	15·1	15·2	201·8	48·3	13·7	139·8
2nd quarter	27·9	42·7	30·1	25·6	45·8	15·5	9·0	15·3	15·0	16·0	208·3	50·2	15·3	142·8
3rd quarter	27·1	33·9	41·6	36·9	46·8	14·8	7·6	16·6	13·0	17·7	211·5	52·3	12·1	147·1
4th quarter	26·3	43·1	30·2	24·1	62·3	21·4	11·7	22·1	16·9	19·5	241·8	68·8	14·0	159·0
1960 1st quarter	28·9	37·5	35·8	31·9	50·1	13·9	9·4	18·9	17·1	20·9	223·1	56·4	15·8	150·9
2nd quarter	31·4	37·1	40·8	35·6	51·7	18·2	10·9	22·3	14·8	21·2	237·5	60·5	18·9	158·1
3rd quarter	33·5	38·3	64·7	59·7	57·2	22·7	17·3	19·8	15·2	21·7	273·1	72·8	17·2	183·1
4th quarter	34·3	43·8	47·4	39·9	72·2	24·1	17·8	24·8	20·8	27·1	294·5	78·2	18·7	197·6
1961 1st quarter	31·0	44·7	56·5	51·7	58·9	20·6	17·0	23·6	18·3	26·4	280·0	71·9	18·6	189·5
2nd quarter	33·6	50·5	63·0	55·7	65·2	21·9	18·1	28·8	19·0	31·8	313·8	86·4	20·5	206·9
3rd quarter	32·0	52·1	79·0	72·9	68·6	26·8	21·9	31·4	20·9	29·4	340·2	92·5	17·6	230·1
4th quarter	34·0	57·0	55·5	47·0	82·9	26·6	21·6	29·9	24·8	31·3	342·0	103·2	15·5	223·3
1962 1st quarter	31·7	51·5	54·4	49·5	57·8	22·6	18·8	26·9	20·8	26·3	292·0	82·8	16·8	192·4
2nd quarter	32·2	53·9	61·2	53·9	56·2	21·4	17·0	25·8	20·3	27·3	298·3	89·0	16·5	192·8

Table 4. Fixed Capital Expenditure in Distributive and Service Industries at Current Prices (a) (c)

£ million

	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and machinery
1957	57	126	140	304	627	186	291	150
1958	73	130	147	349	699	202	326	171
1959	86	160	161	379	786	230	359	197
1960	94	172	162	439	867	263	391	213
1961	81	200	131	438	850	267	363	220
1959 1st quarter	22	36	33	84	175	54	76	45
2nd quarter	21	39	43	99	202	56	98	48
3rd quarter	20	40	32	88	180	55	78	47
4th quarter	24	45	53	107	229	65	107	57
1960 1st quarter	20	40	38	115	213	66	95	52
2nd quarter	23	41	41	109	214	65	100	49
3rd quarter	23	44	36	99	202	61	89	52
4th quarter	28	47	47	116	238	71	107	60
1961 1st quarter	22	42	37	113	214	61	98	55
2nd quarter	22	47	25	111	205	66	87	52
3rd quarter	17	55	30	109	211	68	89	54
4th quarter	20	56	39	105	220	72	89	59
1962 1st quarter	16	55	25	100	196	68	72	56
2nd quarter	17	55	31	106	209	71	82	56

Notes:

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services: and XXIII (Miscellaneous Services).

No Change in Industry's Stocks in Second Quarter of 1962

REVISED ESTIMATES of the change in the volume of stocks (at 1958 prices) held by manufacturers and distributors in the second quarter of 1962 show a slight but insignificant reduction of £4 million after allowance is made for seasonal factors. The volume of manufacturers' stocks increased during the quarter but this rise was more than offset by reductions in the stocks held by wholesale and retail distributors.

Manufacturers' Stocks

Revised estimates for the second quarter of 1962 suggest that the total volume of manufacturers' stocks and work in progress (at 1958 prices) rose, when adjusted for seasonal factors, by £13 million – after falling substantially in the first quarter of the year. This small change (which is rather more significant than the rise of £6 million estimated at the provisional stage one month ago) was made up of a fall in stocks of finished goods, offset by increases in work in progress and in stocks of materials and fuel.

The increase in the stocks and work in progress of manufacturing industry, at book values, in the second quarter of 1962, is now estimated to have amounted to some £28 million. After allowance for price movements, this change amounts to a volume increase, at 1958 prices not seasonally adjusted, of £35 million.

As may be seen from the detailed figures for the six broad industry groups shown in Table 2, this increase of £35 million in the volume of stocks in the second quarter of 1962 included increases in the stocks and work in progress of the engineering, the food, drink and tobacco and the textiles and clothing sectors. In the case of the engineering sector this increase was made up of a substantial rise in work in progress, only partly offset by reduced stocks both of materials and finished goods. The fall in total manufacturers' stocks of finished goods was partly accounted for by the usual (seasonal) reduction in stocks of finished goods of the motor vehicles industry. The fall in total manufacturers' stocks of materials and fuel was spread over several industries, including the iron and steel, mechanical engineering and paper and printing industries.

Wholesalers' Stocks

Revised estimates of the volume of stocks (at 1958 prices) held by wholesalers show a reduction of £6 million during the second quarter of the year, after allowance is made for seasonal factors. This is the fourth successive quarter in which the volume of stocks after seasonal adjustment has fallen but the level is still only 4 per cent. below the peak reached at the end of the second quarter of 1961.

The reduction in the volume of stocks during the quarter was mainly due to a fall in the volume of stocks held by wholesale distributors (Standard Industrial Classification, Minimum List Heading 810), only partly offset by the movements in the volume of stocks held by the remaining two groups of wholesalers.

Retailers' Stocks

The volume of retailers' stocks fell by £11 million in the second quarter of 1962 after adjustment for seasonal factors. Further details of the changes during the period were given in the *Board of Trade Journal* of August 24, 1962, (page 407).

Table 1. Changes in the Volume of Industry's Stocks at 1958 Prices Seasonally Adjusted (a)

£ million

	Manufacturing (b)	Wholesale Distribution (c)	Retail Distribution (d)	Total (e)
Level of stocks at December 31, 1959	4,952	810	946	6,708
1957	+146	+42	+45	+233
1958	+ 36	+14	+16	+ 66
1959	+ 73	+15	+48	+136
1960	+520	+38	+35	+593
1961	+222	+15	+ 5	+242
1957 1st quarter	+ 85	+33	+17	+135
2nd quarter	+ 52	+26	+ 3	+ 81
3rd quarter	+ 23	—13	+14	+ 24
4th quarter	— 14	— 4	+11	— 7
1958 1st quarter	+ 40	—11	— 2	+ 27
2nd quarter	+ 3	—13	—13	— 23
3rd quarter	+ 7	+21	+20	+ 48
4th quarter	— 14	+17	+11	+ 14
1959 1st quarter	— 8	+11	—11	— 8
2nd quarter	— 21	+ 4	+26	+ 9
3rd quarter	+ 25	— 1	+ 9	+ 33
4th quarter	+ 77	+ 1	+24	+102
1960 1st quarter	+ 76	— 6	+29	+ 99
2nd quarter	+120	+16	+21	+157
3rd quarter	+153	+19	— 9	+163
4th quarter	+171	+ 9	— 6	+174
1961 1st quarter	+ 36	+28	+26	+ 90
2nd quarter	+ 46	+ 7	+14	+ 67
3rd quarter	+ 48	—19	—24	+ 5
4th quarter	+ 92	— 1	—11	+ 80
1962 1st quarter	— 60	—11	+33	— 38
2nd quarter	+ 13	— 6	—11	— 4

For footnotes, see end of article.

(*Tables Continued on next page*)

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 5, 1962.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Oriana	Columbia Pictures Corporation Ltd.	Associated British-Pathe Ltd.	Br/E 27796	16	October 1
Solo for Sparrow	Anglo Amalgamated Film Distributors Ltd.	Merton Park Studios Ltd.	Br/E 27797	56	October 2
Pathe Pictorial Series 404-416:					
Pathe Pictorial No. 408	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 27798	8	October 2
New Face for Britain	Rank Film Distributors Ltd.	World Wide Pictures Ltd.	Br/E 27799	17	October 3
Dr. No	United Artists Corporation Ltd.	Eon Productions Ltd.	Br/E 27800	110	October 4
The Wild and the Willing	Rank Film Distributors Ltd.	The Rank Organisation Film Productions Ltd.	Br/E 27805	114	October 5
Look at Life Series 15:					
In Good Shape	,, ,,	Rank Film Distributors Ltd.	Br/E 27806	8	October 5
At the End of a Rope	,, ,,	,, ,,	Br/E 27807	9	October 5
Pathe News 62-79	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 27495	8	October 5
Pathe News 62-80	,, ,,	,, ,,	Br/E 27496	10	October 5
Movietone News 1739	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27547	7	October 5
Movietone News 1739A	,, ,,	,, ,,	Br/E 27548	7	October 5
		FOREIGN			
Beef For and After	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 27794	7	October 1
The Wild Westerners	,, ,,	,, ,,	F 27795	69	October 1
Diary of a Nudist	Compton-Cameo Films Ltd.	Dawn Productions Incorporated	F 27801	72	October 4
Demons at Midnight	Gala Film Distributors Ltd.	Unidex Productions	F 27802	86	October 5
Who Are You?	,, ,,	Terra Film	F 27803	135	October 5
Latin Lovers	,, ,,	Magic Film	F 27804	80	October 5

The date of registration of all newsreels published in the *Board of Trade Journal* of October 5, 1962, as having been registered during the week ended September 28, 1962, should read September 28.

The length of the film 'Operation Mad Ball' (F 22678) registered on August 20, 1957, has been amended to 6,946 feet (77 minutes).

The length of the film '3-10 To Yuma' (F 22608) registered on July 23, 1957, has been amended to 6,886 feet (76 minutes).

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Industry's Stocks (*Continued*)

Table 2. Changes in the Volume (at 1958 Prices) of Stocks Held by Manufacturing Industry (a) (b)

£ million

	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	All Manufacturing Industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1957	+10	+48	+28	+ 8	+35	+17	+146	+ 19	+ 65	+ 62
1958	— 6	+ 6	— 8	+ 35	+ 5	+ 4	+ 36	— 96	+ 25	+107
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+ 7	+28	+ 6	+130	+29	+22	+222	+ 52	+ 77	+ 93
1957 1st quarter	+97	+ 7	— 6	+ 19	+ 3	— 4	+116	+ 31	+ 31	+ 54
2nd quarter	—10	+23	+ 9	+ 33	+13	+ 6	+ 74	— 26	+ 68	+ 32
3rd quarter	—24	+ 7	+33	— 8	+ 2	+ 1	+ 11	+ 34	+ 19	— 42
4th quarter	—53	+11	— 8	— 36	+17	+14	— 55	— 20	— 53	+ 18
1958 1st quarter	+16	—10	+ 3	+ 41	+18	+ 6	+ 74	— 28	+ 23	+ 79
2nd quarter	+ 1	N/C	+ 6	+ 23	— 7	+ 3	+ 26	— 69	+ 23	+ 72
3rd quarter	— 6	+ 7	— 6	+ 14	—17	— 5	— 13	+ 21	+ 8	— 42
4th quarter	—17	+ 9	—11	— 43	+11	N/C	— 51	— 20	— 29	— 2
1959 1st quarter	+35	+ 1	—14	— 6	+ 8	+ 6	+ 30	— 12	— 4	+ 46
2nd quarter	+15	+ 8	+ 2	— 5	—14	— 4	+ 2	— 6	+ 27	— 19
3rd quarter	— 1	+ 6	+ 5	+ 11	—16	— 1	+ 4	+ 34	+ 16	— 46
4th quarter	—23	+16	— 3	+ 36	+10	+ 1	+ 37	N/C	+ 8	+ 29
1960 1st quarter	+23	—12	+12	+ 53	+27	+11	+114	+ 36	+ 15	+ 63
2nd quarter	+16	+17	+13	+ 65	+14	+16	+141	+ 47	+ 63	+ 31
3rd quarter	+ 9	+20	+39	+ 48	+ 9	+12	+137	+112	+ 20	+ 5
4th quarter	+ 4	+16	+ 9	+ 84	— 8	+23	+128	+ 30	+ 29	+ 69
1961 1st quarter	+17	— 1	+ 8	+ 14	+20	+18	+ 76	+ 19	+ 23	+ 34
2nd quarter	— 1	+ 9	— 1	+ 28	+20	+14	+ 69	+ 6	+ 46	+ 17
3rd quarter	+10	+12	+ 5	+ 25	—17	— 3	+ 32	+ 57	+ 15	— 40
4th quarter	—19	+ 8	— 6	+ 63	+ 6	— 7	+ 45	— 30	— 7	+ 82
1962 1st quarter	+16	—17	—17	— 8	+13	— 4	— 17	— 37	— 18	+ 38
2nd quarter	+15	— 1	— 5	+ 19	+13	— 6	+ 35	— 12	+ 55	— 8

Table 3. Changes in the Volume (at 1958 Prices) of Stocks Held by Distributors (a)

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks, at December 31 1959
810	Wholesale distributors	1959	+37	+ 5	— 5	—27	+10	548
		1960	+32	+11	+22	—39	+26	
		1961	+55	+ 1	— 1	—47	+ 8	
		1962	+20	—10				
831	Dealers in coal, builders materials, etc.	1959	—11	+ 4	+15	— 3	+ 5	77
		1960	—12	+ 2	+10	+ 4	+ 4	
		1961	—11	+ 3	+ 8	+ 1	+ 1	
		1962	—12	+ 3				
832	Dealers in industrial materials and machinery	1959	..	..	..	..	N/C	185
		1960	—11	+ 3	+13	+ 3	+ 8	
		1961	— 1	+ 3	+ 1	+ 3	+ 6	
		1962	— 4	N/C				
	Total wholesale distributors (c)	1959	+26	+ 5	+23	—39	+15	810
		1960	+ 9	+16	+45	—32	+38	
		1961	+43	+ 7	+ 8	—43	+15	
		1962	+ 4	— 7				
820	Retail distributors (d)	1959	+21	+26	— 5	+ 6	+48	946
		1960	+71	+13	—25	—24	+35	
		1961	+63	+14	—41	—31	+ 5	
		1962	+79	—22				

Industry's Stocks (*Continued*)

Table 4. Changes in the Value (at Book Values) of Stocks Held by Manufacturers and Distributors (a) £ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturers (b)	1957	+174	+ 60	+ 67	— 48	+253	
	1958	+ 54	+ 22	— 27	— 29	+ 20	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+110	+102	+ 45	+ 53	+310	
	1962	+ 9	+ 28				
Wholesalers (c)	1957	+ 53	+ 21	+ 13	— 33	+ 54	
	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 24	+ 23	819
	1960	+ 7	+ 18	+ 53	— 33	+ 45	
	1961	+ 41	+ 15	+ 10	— 42	+ 24	
	1962	+ 4	+ 1				
Retailers (d)	1957	+ 60	— 6	+ 3	— 2	+ 55	
	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5				
Total (e)	1957	+287	+ 75	+ 83	— 83	+362	
	1958	+ 82	— 2	+ 15	— 48	+ 47	
	1959	+ 64	+ 40	+ 39	+ 62	+205	6,812
	1960	+203	+214	+162	+108	+687	
	1961	+224	+136	+ 26	— 16	+370	
	1962	+100	+ 24				

Notes relating to Tables 1–4.
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree. (b) Standard Industrial Classification Orders III-XVI. (c) S.I.C. Minimum List Headings 810, 831, 832. (d) S.I.C. Minimum List Heading 820. (e) S.I.C. Orders III-XVI and XX.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	September 18, 1962	
840,349	Ballestra, M.	Apparatus for continuously reacting and/or mixing liquid and solid components.
854,253	Van Coillie, V. L. and others	Removable wall.
891,122	Nobrac Carbon Ltd.	Machine parts and method for the production thereof.
891,457	United States Atomic Energy Commission.	Recovery of uranium and vanadium from carbonate solutions by reduction precipitation.
891,727	United States Atomic Energy Commission.	Thermonuclear reactor.
895,161	Sperry Rand Corporation	Pulse-type radar system.
	September 20, 1962	
838,157	F. W. Tomkinson Ltd.	Bayonet catch couplings.
893,812	Nobrac Carbon Ltd.	Current carrying brushes.
	September 25, 1962	
674,610	Regie Nationale des Usines Renault	Apparatus for heating articles in a controlled atmosphere.
737,244	Regie Nationale des Usines Renault	Improved materials for precision casting.
744,589	Regie Nationale des Usines Renault	Preparation of hard carbides and carbides so produced.
745,702	Regie Nationale des Usines Renault	Precision casting patterns.
745,951	Regie Nationale des Usines Renault	Pattern materials for casting by the lost-wax process.
768,680	Regie Nationale des Usines Renault	'Lost-wax' casting patterns.
786,201	Regie Nationale des Usines Renault	Engine remote control devices.
809,335	The British United Shoe Machinery Co. and anr.	Machines for sewing rands to shoes.
817,373	Regie Nationale des Usines Renault	Pneumatic jacks.
820,303	Aktiebolaget Valida Maskiner	Conveying equipment.
820,304	Aktiebolaget Valida Maskiner	Conveying equipment.
842,147	Societe Financiere d'Expansion Commerciale er Industrielle S.A. 'Stindex'.	Electrostatic separation of matter.
844,444	Hutchings, E. L.	Electrical connectors or terminals.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, the endorsement 'Licences of Right' on the under-mentioned patent was cancelled on September 26, 1962.

NUMBER	GRANTEE	SUBJECT-MATTER
720,208	Raymond Dewas	Weaving looms temple

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Wholesale Price Index Numbers

Small Increase in Prices of Manufactured Products in the Third Quarter

THE TREND in prices of manufactured products remained moderately upwards in the third quarter. Information is still incomplete but the index for total home market sales stands provisionally at 118·7 for the third quarter compared with 118·3 in the second quarter and 118·1 in the first.

Prices of basic materials and fuel continued to drift downwards in the third quarter. In September itself there was little further change overall, a rise in the food industry sector (bacon pigs) offsetting a continued fall in the non-food sector. For the quarter as a whole, materials and fuel prices were on average rather more than 1 per cent. less than in the second quarter.

Materials and fuel used in broad sectors of industry

The rise of about one half per cent. in the index of prices of materials and fuel used in the food manufacturing industries was largely due to the recovery in prices of bacon-factory pigs. The steep rise in the price of silver and higher prices for some coal tar products in August and September halted the downward trend in the index of prices of materials and fuels used in the chemicals and allied industries. The cost of materials and fuel used in the mechanical engineering industries and in the electrical machinery industry was little changed in September and in the third quarter was slightly lower on average than in the preceding quarter although still above the level of the first quarter. Average prices of materials and fuels used in the other broad sectors of industry were unchanged in September: those of the textile industries and of the paper industries have been generally downward since the early months of this year but average prices of materials and fuel used in the timber industries have been little changed since March. The cost of materials used in construction and in house building which rose in the first and second quarters of this year also moved up slightly in the third quarter.

Output of broad sectors of industry

The small rise in the average prices of the products of the food manufacturing industries sold on the home market was very largely a reflection of the increase in prices of bacon. The provisional index of prices of the products of the chemicals and allied industries sold on the home market was also higher in September than in August and there was a small upward movement in the average prices of the products of the timber industries. In the third quarter of this year average prices of the products of manufacturing industry other than the food, drink and tobacco industries sold on the home market were only about 0·5 per cent. higher than in the first quarter – lower average prices of the products of the chemicals and allied industries, the textile industries, the paper industries and the timber industries were more than offset by higher prices for the products of the other broad sectors of industry. Compared with a year earlier however only the average prices of the products of the chemicals and allied industries and the textile industries were at a lower level in July-September this year.

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1961				1962								
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Order III to XVI	Basic materials and fuel used in manufacturing industry.	100·2	99·4	100·1	100·3	101·6	101·7	101·6	101·6	100·9	100·0	100·3*	99·0*	99·2*
	Basic materials	95·9	95·0	95·6	96·0	97·0	97·2	97·1	97·1	96·4	95·5	95·7*	94·2*	94·3*
	Fuel	133·8	133·8	134·2	133·9	136·5	136·5	136·5	136·5	136·0	136·2	136·2*	136·4*	136·4*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	104·5	103·7	103·4	103·3	103·9	104·1	103·8	103·8	103·4	102·6	102·6*	102·1*	102·0*
	Basic materials other than fuel. . . .	99·4	98·4	98·0	97·9	98·2	98·4	98·1	98·0	97·7	96·9	96·7	96·1*	95·9*
211 to 229	Materials and fuel used in the food manufacturing industries.	91·6	90·8	92·9	94·1	96·3	96·3	96·4	96·2	95·0	94·1	94·9*	92·8*	93·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	107·2	106·3	105·8	105·9	106·3	106·1	105·4	105·1	105·0	104·2	104·1*	104·4*	104·3*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	128·7	128·4	128·4	128·9	129·0	129·4	130·3	130·4	130·4	130·1	130·2*	130·2*	130·1*
361	Materials and fuel used in the electrical machinery industry.	118·9	118·8	118·8	119·0	119·0	119·3	120·2	120·2	120·3	120·1	120·2*	120·1*	120·1*
Order X	Materials and fuel used in the textile industries	92·0	91·1	91·1	90·9	90·9	91·8	91·7	91·9	91·5	91·3	91·4*	90·0*	90·0*
Order XIV	Materials and fuel used in the timber industries	111·5	110·8	110·8	110·9	109·9	109·8	109·2	109·0	109·0	109·1	109·1*	109·1*	109·1*
Order XV	Materials and fuel used in the paper industries .	108·6	108·0	108·1	107·7	107·5	107·4	107·4	106·9	106·9	106·9	104·9*	104·8*	104·8*
Order XVII	Construction materials	118·8	119·1	119·3	119·4	119·6	119·7	120·1	120·4	120·5	120·5	120·6*	120·6*	120·6*
Part of Order XVII	House building materials	118·6	118·9	119·1	119·1	119·5	119·7	119·6	120·1	120·2	120·2	120·3*	120·4*	120·4*

* Provisional figure.

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Wholesale Price Index Numbers (*Continued*)

2. Output of Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1961				1962								
		Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products:													
	Total sales	116·5	116·5	116·8	117·0	117·2	117·5	117·7	117·5	117·6	117·8	118·0*	118·0*	118·1*
	Home market sales	117·1	117·1	117·3	117·5	117·8	118·1	118·3	118·2	118·3	118·5	118·7*	118·7*	118·8*
Order IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:													
	Total sales	118·1	118·2	118·4	118·6	118·7	119·0	119·1	118·9	119·0	119·1	119·3*	119·4*	119·4*
	Home market sales	119·4	119·5	119·6	119·7	119·9	120·2	120·3	120·2	120·3	120·5	120·6*	120·7*	120·7*
211 to 229	Products of the food manufacturing industries:													
	Home market sales	107·1	107·2	107·9	108·3	109·6	110·3	110·6	110·4	110·5	110·9	111·5	111·2*	111·6*
263 to 277	Chemicals and allied industries:													
	Total sales	102·6	102·4	102·9	103·0	102·8	103·3	103·1	103·0	102·6	102·4	102·1*	102·5*	102·7*
	Home market sales	105·0	104·7	105·0	105·0	105·1	105·2	105·1	104·9	104·7	104·1	103·9*	104·4*	104·7*
311 and 312	Iron and steel industries:													
	Total sales	126·4	126·4	126·4	127·1	127·0	126·9	128·8	128·8	129·2	129·2	129·3	129·3*	129·2*
	†Home market sales	130·2	130·2	130·3	130·7	130·7	131·0	133·7	133·9	133·9	133·9	133·9	133·8	133·8*
Order X	Textile industries other than clothing:													
	Total sales	104·3	103·5	103·8	104·2	104·1	104·0	104·2	103·8	103·6	103·5	103·5	103·5*	103·5*
	Home market sales	103·2	103·1	102·8	103·0	102·8	102·6	102·6	102·5	102·5	102·5	102·5	102·4*	102·4*
Order XII	Clothing and footwear: Home market sales	109·3	109·3	109·5	109·6	109·7	109·9	110·0	110·4	110·7	110·7	110·6	110·6*	110·6*
Order XIV	Timber industries: Home market sales	110·6	110·7	110·9	111·1	112·0	112·3	112·2	112·0	112·0	112·1	112·0*	112·1*	112·3*
481 to 483	Paper industries: Home market sales	110·5	110·5	110·8	110·9	111·1	111·1	111·1	111·1	111·0	111·1	110·9	111·0*	111·0*
Order XVII	New construction‡	117			120			121			122			

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table 3 (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs; figures relate to average for the quarter.

(*Continued on next page*)

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Wholesale Price Index Numbers (*Continued*)

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the article on wholesale price index numbers published in the *Board of Trade Journal* of February 2, 1962.

(monthly averages)

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Coal†	142·3	151·5	150·8	150 9*	150·8*
Slates	141·1	141·1	141·1	141·1*	141·1*
Salt	107·2	114·3	114·0	114·0	114·0
Flour	110·9	113·0	113·0	113·0	113·0*
Sugar, refined	108·5	116·4	112·6	113·7	112·7*
Chocolate and sugar confectionery	101·8	102·0	105·5	105·6*	105·6*
Beer	101·1	101·3	102·5	102·5*	102·5*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	163·8	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	140·8	140·8	139·9	139·9	139·9
Lubricating oils and greases	121·5	124·2	126·6	126·6	126·6*
General chemicals	103·7	102·5	101·6	101·6*	102·0*
Pharmaceutical chemicals	78·8	75·1	69·0	68·8	68·4*
Pharmaceutical preparations	98·9	98·4	98·3	98·8	99·2*
Toilet preparations	120·1	121·1	124·7	125·0	125·6*
Paint for building and decorating	111·0	112·9	112·9	112·9	112·9*
Soap	128·9	133·4	134·1	134·1	134·1*
Soapless detergents	97·8	98·4	98·3	98·3	98·4*
Synthetic resins and plastics materials	79·7	78·2	78·0	78·4	78·4*
Steel sheets	127·2	133·9	133·9	133·7	133·7
Tinplate	114·9	120·8	120·8	120·8	120·8
Other steel goods (excluding tubes)	130·6	133·4	133·4	133·4	133·4*
Steel tubes	134·3	137·4	138·8	138·8	138·7
Iron castings	140·3	140·6	142·2	142·6	142·6*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	132·3
Rolled	132·4	123·8	122·8	122·8	122·8
Castings	128·8	128·8	127·0	127·0	127·4
Forgings	128·7	128·7	128·7	128·7	128·7*
Brass, ingot 65-35, B.S. 1400: B3, delivered	104·2	103·3	98·7	95·7	94·3
Photographic paper and films, etc.	117·5	117·8	117·8	117·8*	117·8*
Spectacles, etc.	115·6	115·6	120·9	120·9*	120·9*
Dental goods	124·7	126·5	126·0	126·0*	126·0*
Gramophone records	115·7	115·7	117·2	117·2*	117·2*
Domestic electrical appliances	101·8	101·2	102·1	102·1*	102·1*
Perambulators, etc.	116·6	119·2	120·6	120·6*	120·6*
Tools and implements ‡	131·7	135·0	135·9	135·9*	136·4*

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Cutlery	127·1	127·9	128·0	128·2	128·2*
Cutlery (other than razors and razor blades)	121·8	124·2	120·6	121·1	121·1*
Spoons and forks	127·2	134·0	134·1	134·5	136·5*
Galvanized cisterns, tanks and cylinders	132·9	139·0	145·0	145·0	145·0
Domestic hollow-ware	138·1	138·3	138·7	138·1	138·1
Domestic gas appliances	108·3	108·3	108·2	109·5	109·5
Cotton yarn	96·4	91·1	90·0	89·9	89·7
Spun rayon yarn	99·1	92·8	91·8	91·2*	91·2*
Irish linen yarns (wetspun)	101·1	101·1	101·1	101·1	101·1*
Cotton cloth	105·6	98·3	95·8	95·5	95·5*
Linen	103·0	103·9	103·9	103·9*	103·9*
Rayon and acetate fabric	114·4	113·7	112·7	112·1*	111·9*
Wool tops	80·5	78·6	78·7	78·2	77·1*
Worsted yarns	90·6	89·0	89·5	88·9	87·9
Harris tweed	93·7	100·0	100·0	100·0	100·0
Serge cloth	91·5	90·3	89·9	90·8	90·6
Jute yarn	118·5	112·7	107·4	105·0	105·6
Jute piece-goods	114·8	109·6	108·4	106·5	107·0
Rope, twine and net	111·8.	111·0	111·7	111·4	111·0*
Hosiery and other knitted goods	95·3	95·8	95·4	95·3*	95·2*
Carpets and rugs	113·8	113·8	118·9	118·9*	118·9*
Canvas goods and sacks	102·8	111·0	111·0	109·2	110·4*
Leather for footwear	107·9	105·3	104·9	104·9*	104·9*
Travel goods	117·3	117·1	117·6§	118·1§	118·1
Made-up clothing	108·6	109·1	109·7	109·6*	109·6*
Weatherproof outerwear	101·5	102·1	101·8	101·8	101·8*
Men's and boys' tailored outerwear	110·5	110·9	111·3	111·3*	111·4*
Women's and girls' tailored outerwear	105·2	105·6	107·8	107·7	107·6*
Women's and girls' light outerwear	106·0	107·3	107·8	107·8	107·8*
Footwear (excluding rubber)	110·4	111·8	112·3	112·2*	112·2*
Refractory goods, including bricks	136·6	136·8	139·3	139·3*	139·3*
Non-refractory goods, including bricks	122·1	122·2	123·0	123·0*	123·0*
Building bricks, common, other than fletton, *ex works*	124·0	124·4	124·1	124·1*	124·1*
Building bricks, fletton, common, *delivered*	117·5	115·8	115·8	115·8	115·8
Electrical porcelain	122·5	122·5	123·5	123·8	123·8
Domestic china and earthenware	128·4	128·4	135·5	135·5	135·5
Glass (other than containers)	124·3	128·6	128·6	128·6*	128·6*
Glass containers	122·2	122·3	122·3	122·3*	122·3*

† This index is based on prices ruling on the last day of the month.

* Provisional figure.

‡ Revised series as follows:

1955	1956	1957	1958	1959	1960	1961	1962					
							Jan.	Feb.	March	April	May	June
104·1	109·8	116·3	121·4	120·7	123·0	130·5	134·8	135·0	135·0	135·4	135·8	135·9

§ Revised figure.

Wholesale Price Index Numbers (*Continued*)

3 (a) (*Continued*). Commodities Produced in the United Kingdom — 1954 = 100

(monthly averages)

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Cement, delivered	120·0	120·0	120·0	120·0	120·0
Abrasive paper and cloth	123·4	123·4	123·4	123·4	123·4
Cast stone and cast concrete products	107·9	109·0	109·0	109·0	109·0*
Home grown hardwood	100·3	98·1	97·5	97·5*	97·5*
Domestic furniture	113·8	116·8	116·7	116·7*	116·7*
Bedding, etc.	106·0	109·1	109·2	109·2	109·2*
Wooden boxes, packing cases, crates, etc.	113·6	113·7	114·0	114·0	114·8*
Paper and board	109·6	109·5	109·5	109·6	109·6*
Cardboard boxes, cartons and fibreboard packing cases	108·9	109·8	109·5	109·5*	109·5*
Wallpaper	123·5	131·2	131·2	131·2	131·2*
Paper bags	112·2	112·2	112·2	112·2	112·2
Manufactured stationery	115·9	118·1	118·1	118·2	118·2*

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Other manufactures of paper and board	105·6	102·7	102·1	102·1	102·4*
Rubber tyres and tubes	123·2	121·1	120·2	120·2	120·2*
Rubber goods (other than tyres and tubes)	117·9	117·1	115·3	115·2*	115·2*
Rubber footwear	126·5	126·5	125·9	125·9	125·9
Linoleum and felt base	132·2	127·5	126·5	126·5	126·5
Brushes and brooms	126·0	127·7	131·7	131·7	131·7*
Toys and games	114·7	116·6	116·6	116·6	116·6*
Sports equipment	125·2	128·5	129·1	129·1	129·1*
Pens and pencils	112·8	112·7	112·8	112·7	112·7*
Other stationers' goods	125·5	125·5	125·5	126·7	126·9*
Plastic mouldings	101·9	102·1	102·1	102·2*	102·2*

---

* Provisional figure.

3 (b). Commodities Wholly or Partly Imported into the U.K. — 1954 = 100

(monthly averages)

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Hides and skins	104·7	98·5	94·4	93·1	93·1*
Imported	113·3	107·6	100·7	100·1§	100·2
Native	92·0	85·0	85·0	82·6	82·6*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	119·2	115·4	115·4	115·4	115·4
Copper, ex-ship, wharf or warehouse	92·2	94·4	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	66·3	62·8	55·8	52·9	53·8
Nickel, refined, delivered	135·6	135·6	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	132·4	133·6	119·9	118·3	118·2
Zinc, ex-ship, wharf or warehouse	94·5	88·6	84·5	82·5	81·9
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	152·0	44·8	132·9	131·0	131·0*
Palm oil, c.i.f., in bulk	99·4	96·0	92·0	90·5*	90·5*
Whale oil, acid, soft, naked, ex-works	73·6	70·0	72·1	70·2	69·5*
Pyrites, c.i.f., United Kingdom ports	64·9	60·8	58·7	58·0	58·0
Rubber, No. 1 R.S.S. one month future	126·7	118·3	111·4	110·4	109·5
Sulphur, crude (for acid making), c.i.f.	72·1	74·1	74·1	74·1	74·1

	1961	1962			
	Sept.	March	July	Aug.	Sept.
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	158·9	160·7	156·7	156·5	156·2
Cotton, raw	73·9	73·8	72·8	72·5	71·9*
Jute, raw, 'Mill Lightnings,' c.i.f Dundee	143·3	128·2	112·0	112·6	114·4*
Jute, raw, 'Mill Hearts,' c.i.f. Dundee	129·4	113·0	112·9	112·1	111·8*
Silk, raw, delivered mill	107·8	107·3	126·6	125·6	121·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	102·5	113·8	115·5	115·5	115·5*
Wool, raw	77·2	77·7	77·7	74·5*	74·5*
Crossbred, medium and coarse, c.i.f. U.K.	89·8	84·1	83·6	82·8	82·8
Crossbred, fine, c.i.f. U.K.	79·7	78·2	78·7	75·3	75·3
Merino, c.i.f. U.K.	70·9	73·8	74·0	69·6	69·6
Timber:					
Imported hardwood (ex-yard or wharf)	112·6	110·5	109·6§	109·5*	109·4*
Imported plywood (delivered to consumers)	99·1	99·9	97·8	97·8	97·8*
Imported softwood (delivered to consumers)	106·8	104·0	103·8	103·8	103·8*
Woodpulp, imported	100·4	96·5	93·2	93·0	92·9*

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* Provisional figure.
§ Revised figure.

Notes on Wholesale Prices

In future, the notes on index numbers of wholesale prices (1954 = 100) will be published only in the annual article, which normally appears in February. They were last published in the issue of February 2, 1962.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 202, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D.42, Atlantic House, Holborn Viaduct, London, EC1, asking for the CATALOGUE SERVICE LEAFLET.

Catering Trades' Turnover in August

THE TOTAL turnover of the catering trades in August is estimated from the Board of Trade's monthly sample inquiry to have been 4 per cent. higher than in August last year compared with an increase of 5 per cent. in July.* If the months of March and April, and May and June are taken together, because of the effect of the varying dates of Easter and Whitsun, the increase in August was the smallest so far this year. Although too much significance should not be attached to the figures for a single month, it seems likely that the poor weather in August this year, particularly on Bank Holiday Monday, had a depressing effect on turnover. To the end of August this year total turnover was 5 per cent. higher than during the corresponding period of 1961.

The experience of the different types of catering establishments in August was varied. Licensed hotels and holiday camps showed only a 5 per cent. increase on a year earlier compared with 8 per cent. in July and public houses showed a slightly smaller increase. Canteens and catering contractors, however, showed an increase of 4 per cent. against a small decrease in July and restaurants, etc. had the same increase (2 per cent.) as in July.

* *The first results and a description of this inquiry were given in an article in the* Board of Trade Journal *of September* 21, 1962.

Catering Trades

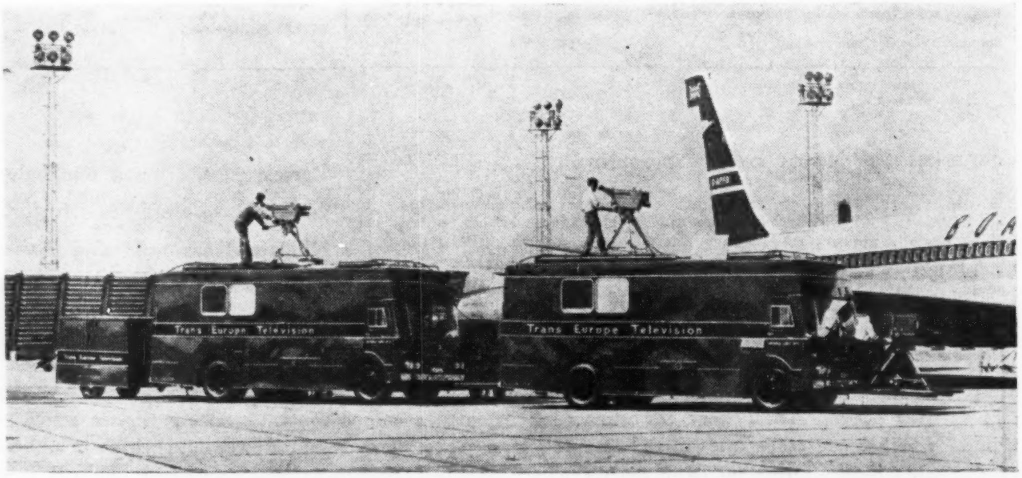
Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of Business (Turnover in 1960 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962		95	115			93	94	96	108	109	125	131	136				
	1961	+7	+9	+6	+8	+7	+7	+8	+11	+5	+10	+4	+5	+8	+10	+9	+8	+5
	1962	+5(*a*)	+6	+6			+7	+7	+3	+7	+1	+9	+5	+4				
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962		77	119			71	74	84	98	109	143	161	169				
	1961	+7	+6	+7	+7	+7	+2	+6	+10	+4	+10	+6	+6	+8	+8	+8	+7	+6
	1962	+6(*a*)	+7	+6			+8	+7	+7	+3	+2	+10	+8	+5				
Restaurants, cafes, etc., and fish and chip shops: (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962		94	112			92	93	96	104	107	123	130	141				
	1961	+6	+8	+6	+5	+6	+7	+7	+9	+6	+11	+2	+2	+6	+7	+6	+7	+4
	1962	+3(*a*)	+4	+3			+4	+6	+2	+4	—1	+5	+2	+2				
Public houses: (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962		99	119			100	101	98	117	114	124	132	137				
	1961	+9	+11	+6	+10	+8	+8	+10	+13	+5	+12	+3	+6	+10	+12	+11	+9	+6
	1962	+9(*a*)	+9	+10			+13	+12	+2	+14	+5	+11	+10	+9				
Canteens and catering contractors: (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962		113	106			113	114	111	104	111	104	103	90				
	1961	+5	+3	+7	+7	+5	+4	+2	+3	+9	+2	+9	+10	+3	+7	+4	+4	+5
	1962	+3(*a*)	+5	+3			+4	+6	+5	nil	+6	+2	—1	+4				

(*a*) January to August compared with corresponding period of 1961.

BRITISH TV EQUIPMENT FOR EUROPE



Outside broadcast equipment manufactured by EMI Electronics Ltd. (seen at London Airport) is to be operated by Trans Europe Television Ltd., which has bases in Switzerland and France, to provide mobile multi-standard television and video tape recording facilities in Europe. Trans Europe Television will specialise in the provision to television and industrial organizations throughout Europe and the United States of full facilities in production and networking of television shows, and of international closed-circuit relays.

Textile Statistics for August

Deliveries in the Made-up Clothing Industry

MANUFACTURERS' SALES of made-up clothing in August were 2 per cent. more than in August 1961 but, taking the two months July and August together to allow for possible change in the incidence of holidays, sales were 3 per cent. less than in the same months of 1961.

Compared with a year earlier deliveries of women's and girls' tailored outerwear and of weatherproof outerwear were 2 and 4 per cent. less respectively, but deliveries of men's and boys' tailored outerwear were 11 per cent. more and deliveries of overalls and men's shirts, underwear, etc. 1 per cent. more. Manufacturers' sales of dresses, lingerie, infants' wear, etc. were at much the same level as a year earlier.

Made-up Clothing Industry – Index Numbers of Production.

(1958 = 100)

	Men's and boys' tailored outerwear	Women's and girls' tailored outerwear	Weather-proof outerwear	Dresses, lingerie, infants' wear, etc.	Overalls and men's shirts, under-wear, etc.	Total
1960	117	122	134	126	122	122
1961	122	126	134	128	117	125
1961 2nd quarter	128	102	130	127	120	122
3rd quarter	116	147	147	123	111	126
4th quarter	122	115	121	124	121	121
1962 1st quarter	121	142	121	134	112	127
2nd quarter	125	96	117	117	115	115
1961 June	132	89	128	111	117	116
July	123	131	139	121	110	124
August	91	140	129	106	92	108
1962 June	122	83	118	103	117	109
July	116	121	128	109	102	114
August	101	137	124	106	93	110

Production in the Cotton Industry

THE VOLUME of production in the cotton industry in August, compared with the corresponding month last year, was 15 per cent. less. For July and August together the volume of production was 14 per cent. less.

Statistics issued by the Cotton Board show that, compared with last year, output of single yarn and the amount of yarn doubled in the first eight months of the year was 14 and 7 per cent. less, respectively. The amount of cloth woven was 12 per cent. less.

Yarn and Cloth Production

(All figures are weekly averages)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1961 August*	9·92	2·48	2·26	1·29	23·1	10·7
September	10·00	2·41	2·76	1·64	23·0	11·7
October	10·97	2·61	2·94	1·59	25·0	12·7
November*	10·82	2·56	2·98	1·61	24·4	12·6
December	8·78	2·07	2·42	1·32	20·3	10·9
1962 January*	9·98	2·39	2·60	1·54	22·0	11·9
February	10·40	2·48	2·81	1·60	22·8	12·2
March	10·32	2·55	2·80	1·68	22·3	12·2
April	8·96	2·25	2·46	1·47	20·3	10·8
May*	10·28	2·56	2·71	1·67	22·3	11·7
June	8·87	2·19	2·43	1·54	20·7	10·7
July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.

* Average of five weeks. † 53-week period.

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in August was 4 per cent. less than last year. If July and August are taken together, production was 8 per cent. less than in the same months of 1961.

Figures adjusted for the length of the working month and issued by the Wool Industry Bureau of Statistics show that production of tops was 10 per cent. less in August than in July; deliveries of worsted yarn and woven fabrics (excluding blankets) were respectively 7 per cent. and 2 per cent. more but the incidence of holidays makes precise comparison difficult.

During the months January to August deliveries of both worsted yarn and woven fabrics (excluding blankets) were 8 per cent. less than in the corresponding period of 1961.

Output of the Wool Textile Industry

	Con-sumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·2	8·4
1961 1st quarter	125·5	86·2	74·0	64·4	45·0	46·4	8·6
2nd quarter	124·5	85·5	71·0	62·7	45·8	41·0	6·5
3rd quarter	106·0	72·1	64·0	56·4	46·1	37·7	8·4
4th quarter	115·9	76·4	72·0	62·6	46·4	43·6	10·0
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
1961 June	44·3	30·9	. .	22·4	18·1	14·7	2·5
July	39·5	28·6	. .	19·8	16·2	13·3	2·2
August	27·3	16·7	. .	15·0	13·1	10·2	2·9
1962 June	35·2	22·4	. .	17·3	15·0	11·0	2·3
July	35·8	25·0	. .	18·1	16·3	11·7	2·1
August	25·8	15·0	. .	14·6	12·1	9·3	2·8

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the Textile and Clothing Industries

THE VOLUME of orders on hand in the textile and clothing industries considered as a group contracted in August to a level over 2 per cent. less than at the end of July. Compared with a year earlier deliveries in August were 6 per cent. less but the rate of receipt of net new orders was 3 per cent. more.

Sharp month to month changes in the rate at which orders are received, however, should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Averages 1959 deliveries = 100
1960	136	103	103
1961*	104	91	99
1961 1st quarter	128	95	103
2nd quarter	123	94	99
3rd quarter	106	77	94
4th quarter*	104	98	99
1962 1st quarter*	99	91	97
2nd quarter*	99	90	91
1961 June	124	94	102
July	117	74	94
August	113	67	81
1962 June*	99	87	91
July*	95	75	85
August*	93	69	76

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.

(b) At constant (average 1958) prices

(c) These indices have been adjusted to allow for differences in the lengths of calendar months but not for holidays or for other seasonal variations.

* Provisional.

Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page.

Steel Doors for Denmark

Bates Bros. (Engineers) Ltd., Manchester, have received an order for £17,000 for air-tight doors for the Danish Atomic Energy Commission.

Electronic Equipment for Russia

The Solartron Electronic Group Ltd. of Farnborough, Hants, report that Mr. Petrov, vice-president of Mashpriborgintorg, and Mr. Gloukov of the Soviet Trade Delegation in London, visited Solartron Laboratory Instruments Ltd. at Chessington, where a contract was signed covering digital voltmeters, transfer function analyser and oscilloscopes to the value of £36,000.

Building Construction in Western Germany

Contracts in Western Germany valued at over £160,000 have been secured by Terrapin Ltd., a British firm who specialize in systems of high speed building construction. The buildings which are mass produced at the company's works at Bletchley, Buckinghamshire, will be shipped by sea and thence travel by road in packaged form direct to sites in Western Germany.

Mattresses for Trinidad and Tobago

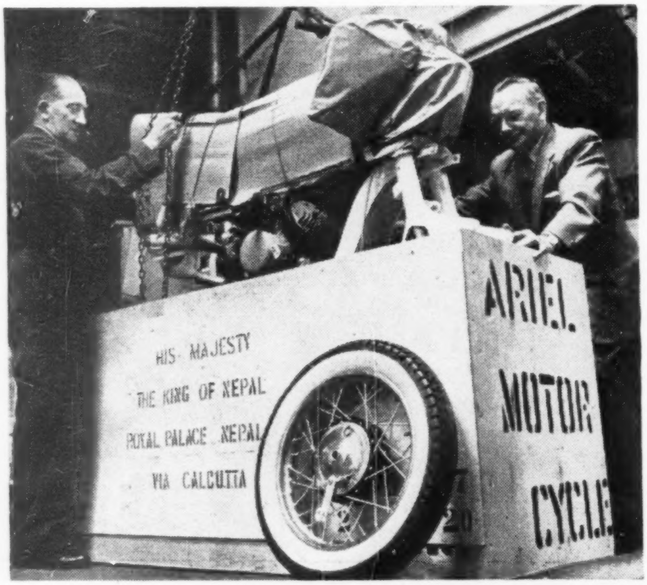
The Dunlopillo Division of the Dunlop Rubber Co. Ltd., have been awarded an order for 430 'Gold Crown' polyether mattresses for the Trinidad and Tobago Regiment.

Motor Vehicles for Uruguay

English Exporters (London) Ltd., announce the sale of 'Bedford' vehicles to the value of about £190,000 to the Municipality of Montevideo on extended credit terms. They have also announced the sale of Rootes vehicles to the value of about £29,000 to the Municipality of Maldonado, Uruguay.

Bus Parts for Holland

The Dutch railways organization, N.V. Nederlandsche Spoorwegen, have placed a £230,000 contract with Leyland Motors Ltd., for 100 power and transmission unit sets for installation in Dutch integrally-contructed buses. Over 800 of these sets have been delivered to the Dutch organization during the past five years. The units are similar to those fitted to Leyland Worldmaster buses, and are designed for easy incorporation into the Dutch integral buses.



An Ariel 250 c.c. Leader motor cycle ordered on behalf of H.M. the King of Nepal being packed for shipment at Ariel Motors Ltd.'s works, Birmingham.

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Mr. Iremonger (third from left), M.P. for Ilford North, hands over the travel documents to the driver of Bevan Funnell's third continental van before leaving the Newhaven works for Italy. The vans—a fourth is on order—provide regular door-to-door services to Holland, Belgium, Luxembourg, Germany, Switzerland and Italy. Bevan Funnell Ltd., makers of reproduction furniture, export 42 per cent. of their total production.

Export Service Bulletin Analysis

DURING THE QUARTER ended September 30, 1962, the Export Service Bulletin published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Extension 421.)

Quarter ended September 30, 1962

Commodity Heading	No. of Inquiries
Aircraft and watercraft	52
Boots, shoes and slippers	17
Brushes and brooms	13
Building supplies	146
Ceramic products	35
Chemicals, oils, fats, greases and paints	217
Clothing	67
Contracts	214
Domestic appliances	82
Druggists sundries	18
Drugs, pharmaceutical preparations	46
Electrical machinery and apparatus including tape recorders	556
Fancy goods	20
Foodstuffs, beverages, produce and tobacco	77
Furniture and floor coverings	29
Glass and glassware	29
Iron and steel	339
Jewellery and cutlery	1[illegible]
Leather and imitation leather	1[illegible]
Machinery and plant (including machine tools)	917
Medical and surgical appliances and equipment	81
Mineral products	52
Non-ferrous metals	82
Office machinery and equipment	23
Paper, printed matter and stationery	103
Photographic and cinematographic equipment	28
Plastics materials	48
Prefabricated houses and buildings	9
Radio apparatus (including television receivers and record players)	50
Railway and tramway rolling stock	64
Rubber manufactures	49
Scientific and surgical instruments	148
Sports goods	22
Textiles	158
Timber, wood manufacturers	26
Tools, hand and engineers small (including portable power tools)	109
Toys, games and model engineering	15
Vehicles and parts	181
Watches and clocks	5

Reports on Overseas Markets in the *Export Service Bulletin*

IN THE *Export Service Bulletin* of July 6 a list was published of the Market Reports contained in the weekly Supplement to the *Export Service Bulletin* during the preceding three months. Exporters have found this list useful, and it will be brought up to date at quarterly intervals: the list below covers the period July-September 1962 inclusive.

These Market Reports are prepared by H.M. Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing position, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757.)

(*Information for United Kingdom Exporters will be found on pages* 770-774)

Market Reports (by Country)

Country	Commodity	Supplement No.
Argentina	Food processing machinery	27/62
Argentina	Water pumps	32/62
Australia	Excavating and earth moving equipment	27/62
Australia	Furnishing fabrics	29/62
Australia	Motor cycles and scooters	35/62
Australia	Packaging machinery	30/62
Austria	Domestic refrigerators, washing machines, and refrigerated counters	39/62
Bahrain	Foodstuffs	35/62
Bolivia	Water pumps	35/62
Brazil	Food processing machinery	37/62
Canada	Nucleonic instruments	33/62
Canada	Packaging machinery	34/62
Chile	Water pumps	37/62
Colombia	Food processing machnery	36/62
Colombia	Water pumps	35/62
Congo (Leopoldville)	Cutlery and flatware	33/62
Costa Rica	Water pumps	27/62
Dominican Republic	Tractors and agricultural machinery	30/62
Ecuador	Food processing machinery	31/62
Ecuador	Water pumps	32/62
El Salvador	Food processing machinery	28/62
El Salvador	Machine tools	32/62
Ethiopia (including Eritrea)	Station and office requisites	34/62
German Federal Republic	Leather and leather substitute goods	34/62
German Federal Republic	Knitwear, ladies	39/62
German Federal Republic	Sports goods	39/62
Ghana	Hand tools	29/62
Haiti	Water pumps	35/62
Honduras, Republic of	Water pumps	32/62
Iran	Fertilizers	29/62
Iraq	Pharmaceuticals	38/62
Iraq	Sanitaryware	36/62
Luxembourg	Domestic furniture	29/62
Mexico	Food processing machinery	39/62
Morocco	Mining machinery	36/62
Netherlands	Plastic working machinery	30/62
Nigeria	Building industry and building materials	27/62
Norway	Dressed leathers	37/62
Panama	Water pumps	28/62
Peru	Food packaging machinery	39/62
Portugal	Sewage and refuse disposal plant	31/62
Portuguese East Africa	Cosmetics, toilet preparations and perfumery	38/62
Qatar	Tinned, bottled, packeted and frozen foodstuffs	37/62
Singapore	Woodworking machinery	33/62
South Africa, Republic of	Cine cameras and projectors	35/62
South Africa, Republic of	Domestic glassware	27/62
South Africa, Republic of	Goldmining industry	33/62
Switzerland	Infants' and children's wear	36/62
Switzerland	Medical and dental equipment	36/62
Switzerland	Sanitary pottery, brassfoundry and iron and steel baths	39/62
Trinidad	Domestic electric refrigerators, deep freezers and cookers	37/62
Trucial States, The	Tinned, bottled and packeted foodstuffs	38/62
Trucial States (Persian Gulf)	Engines and pumping sets	38/62
Uruguay	Food processing machinery	28/62
Venezuela	Food processing machinery	38/62
Venezuela	Water pumps	27/62

Market Reports (by Commodity)

Commodity	Country	Supplement No.
Building Supplies:		
Building materials	Nigeria	27/62
Sanitary pottery, brassfoundry and iron and steel baths	Switzerland	39/62
Sanitaryware	Iraq	36/62
Chemicals:		
Fertilizers	Iran	29/62
Clothing:		
Infants' and children's wear	Switzerland	36/62
Knitwear, ladies'	German Federal Republic	39/62
Cosmetics, toilet preparatons, perfumery, etc.:		
Cosmetics, toilet preparations and perfumery	Portuguese East Africa	38/62
Domestic Appliances, etc.:		
Domestic electric refrigerators, deep feezers and cookers	Trinidad	37/62
Domestic refrigerators, washing machines and refrigerated counters	Austria	39/62
Drugs and Pharmaceutical Preparations:		
Pharmaceuticals	Iraq	38/62
Foodstuffs, Beverages, Produce and Tobacco:		
Foodstuffs	Bahrain	35/62
Tinned, bottled and packeted foodstuffs	The Trucial States	38/62
Tinned, bottled, packeted and frozen foodstuffs	Qatar	37/62
Furniture and Floor Coverings:		
Furniture – domestic	Luxembourg	29/62
Glass and Glassware:		
Glassware – domestic	South Africa, Republic of	27/62
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares:		
Cutlery and flatware	Congo (Leopoldville)	33/62
Leather and Imitation Leather:		
Dressed leathers	Norway	37/62
Leather Goods:		
Leather and leather substitute goods	German Federal Republic	34/62
Machinery and Plant:		
Engines and pumping sets	Trucial States (Persian Gulf)	38/62
Equipment – Excavating and earth moving	Australia	27/62
Goldmining industry	South Africa, Republic of	33/62
Machinery, agricultural and tractors	Dominican Republic	30/62
Machinery, food packaging	Peru	39/62
Machinery, food processing	Argentina	27/62
Machinery, food processing	Brazil	37/62
Machinery, food processing	Colombia	36/62
Machinery, food processing	Ecuador	31/62
Machinery, food processing	El Salvador	28/62
Machinery, food processing	Mexico	39/62
Machinery, food processing	Uruguay	28/62
Machinery, food processing	Venezuela	38/62
Machinery, mining	Morocco	36/62
Machinery, packaging	Australia	30/62
Machinery, packaging	Canada	34/62
Machinery, plastics working	Netherlands	30/62
Machinery, woodworking	Singapore	33/62
Pumps, water	Argentina	32/62
Pumps, water	Bolivia	35/62
Pumps, water	Chile	37/62
Pumps, water	Colombia	35/62
Pumps, water	Costa Rica	27/62
Pumps, water	Ecuador	32/62
Pumps, water	Haiti	35/62
Pumps, water	Honduras, Republic of	32/62
Pumps, water	Panama	28/62
Pumps, water	Venezuela	27/62
Sewage and refuse disposal plant	Portugal	31/62
Medical and Surgical Instruments and Appliances:		
Equipment, medical and dental	Switzerland	36/62
Paper, Printed Matter and Stationery:		
Stationery and office requisites	Ethiopia (including Eritrea)	34/62
Photographic and Cinematographic Apparatus and Requisites:		
Cine cameras and projectors	South Africa, Republic of	35/62

(*Continued on page* 761)

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by October 26.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	*N* - 4 - (4 - Chlorophenoxy) phenyl-*N′N′*-dimethylurea	As in previous column	December 31, 1963	5698
29.35	2-(5-*tert*Butyl-6-hydroxy-*m*-tolyl) - 5 - chlorobenzotriazole	2[2′ - hydroxy - 3′ - tert. butyl - 5′ methylphenyl] 5-chlorbenzotriazole	December 31, 1963	4002

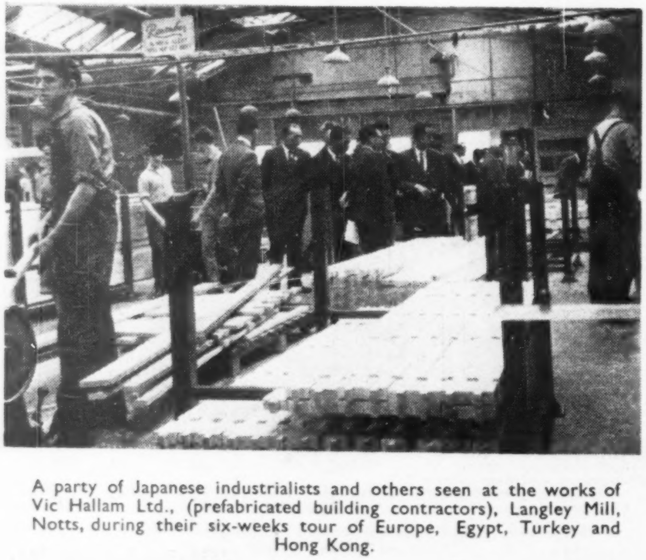
Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Office Machinery for July 1962.
Powered Industrial Trucks for July 1962.
Timber – Softwood, Hardwood and Plywood for August 1962.
Wood Chipboard for August 1962.

Quarterly at 7s. 6d. a year, post free:
Scientific and Industrial Instruments and Apparatus for April-June 1962.

JAPANESE INDUSTRIALISTS IN BRITAIN



A party of Japanese industrialists and others seen at the works of Vic Hallam Ltd., (prefabricated building contractors), Langley Mill, Notts, during their six-weeks tour of Europe, Egypt, Turkey and Hong Kong.

SCOTLAND EXPLORES TRADE OUTLETS IN BAVARIA

Lord Craigton (left), Minister of State for Scotland, examines a fine cashmere cardigan of pure Scottish wool with Mr. R. L. Munro, managing director of Munrospun Ltd., at the firm's Edinburgh mill during a recent tour of Scottish industry, prior to leaving on October 3 for a tour of Bavaria. This is only part of the extensive range of sweaters, socks, ties, tweeds and knitting wools exported by the Edinburgh firm to countries all over the world. Lord Craigton has constantly urged Scottish industrialists to boost their export production and in the search for markets has already visited Sweden, Switzerland and Austria.

His visit to Bavaria, accompanied by officials of the Scottish Council (Development and Industry) and the Scottish Tourist Board, is to establish contacts which it is hoped will lead to increased trade and tourism between Scotland and Bavaria.

Photo: Central Office of Information

New Copyright Orders

ORDERS IN COUNCIL were made recently under the Copyright Act 1956 as follows:

The Copyright (Bahamas) Order 1962 (S.I. 1962 No. 2184, price 5d., by post 7½d.).

The Copyright (Virgin Islands) Order 1962 (S.I. 1962 No. 2185, price 5d., by post 7½d.).

These provide for the extension to the Bahamas and the Virgin Islands respectively of the Copyright Act 1956 and Orders in Council made thereunder.

The Copyright (International Conventions) (Amendment) No. 4) Order 1962 (S.I. 1962 No. 2183, price 3d., by post 5½d.).

This takes account of the fact that Panama has subscribed to the Universal Copyright Convention and that the Republic of Niger and the Republic of Senegal have subscribed in their own right to the Brussels text of the Berne Copyright Convention.

The Copyright Royalty System (Records) (Amendment) Regulations 1962 (S.I. 1962 No. 2076, price 3d., by post 5½d.).

These Regulations provide for the use of the recorded delivery service as an alternative to registered post for the transmission of certain documents required by the Copyright Royalty System (Records) Regulations 1957.

Copies of these Orders are available at H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Rubber Stockpile Disposals

THE AVERAGE market price in September having been less than 23½ pence a pound, 700 tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

November	220 tons
December	250 tons
January 1963	230 tons

Approximately 15,700 tons of rubber remain in the stockpile.

Government Surplus Sales by Auction

Air Ministry

1962	Stores	Location	Auctioneers
Oct. 17	Miscellaneous stores	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co., Albion Chambers, King's Street, Gloucester. (Tel.: Gloucester 21267).

The above sale will include furniture, carpets, rugs, blankets, tools, electrical equipment, generating sets, marine engines, diesel and petrol engines, trolley compressors, tyres, clocks, packing cases, etc.

1962	Stores	Location	Auctioneers
Oct. 24	Huts and buildings: four 72,000 gal. tanks; one 5,000 gal. fuel tank; four 3,500 gal. fuel tanks; three 2,500 gal. fuel tanks; one 500 gal. fuel tank.	Royal Air Force Stations, Foulsham and Methwold.	Cruso and Wilkin, 18 The Square, Fakenham, Norfolk. (Tel.: Fakenham 2255). Catalogues free.
Nov. 6	Huts and buildings, Blister Hangar, Nissen and Romney huts, etc.	Royal Air Force Station, Tibenham, Norfolk	W. S. Hall & Palmer, Wymondham, Norfolk. (Tel.: Wymondham 3031-2). Catalogues free.
Dec. 6	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland, Bank Buildings Kidderminster, Worcs. (Tel.: Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers. Catalogues for all sales held at Maintenance Units cost 1s. 0d. each. (*Postal Orders only*).

Air Ministry Tender Sales

Tenders are invited for the purchase of a Fowler diesel locomotive lying at Henlow, Beds.
Tenders are invited for the purchase and removal of a T.2 type hangar approx. size 240 ft. by 120 ft. situated at Graveley, Cambs.
Tenders are invited for the purchase of an Andrew Barclay 1020 b.h.p. diesel locomotive lying at West Ruislip, Middx.
Apply within seven days of the date of these notices to Air Ministry, C19a Turnstile House, High Holborn, W.C.1, for tender forms.

War Office

1962	Stores	Location	Auctioneers
Oct. 18-19	Plant and miscellaneous stores	Technical Stores Sub-depot. Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel.: 2081).
Oct. 23	Machine tools and miscellenaous stores, including:	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).

Capstan, turret, bench, centre and treadle lathes; turbine blade sharpers; bench and pillar drills; milling and grinding machines; draw presses; spinning and trimming machines; Romney huts 95 ft. by 35 ft. and 71 ft. by 35 ft.; Tyres, tubes and wheels; wheel discs; air hose; radiator assemblies; side lamps; M.T. spares; winches; jacks; lifting gear; canvas covers, holdalls; shirts; footwear; hose tops; web straps; synthetic vee jewels; ruby and sapphire boule; Hercules diesel engines, etc.

1962	Stores	Location	Auctioneers
Oct. 30	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Limited (Dept. L), Market Square, Bicester, Oxon. (Tel.: 73).
Nov. 9	Machine tools and miscellaneous stores	Returned Stores Group, Reed Hall, Colchester, Essex.	Fenn Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel.: 73171).
Nov. 13	Machine tools and miscellaneous stores	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel.: 54025).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. each (*Postal Orders only*).

Reports on Overseas Markets (*Continued*)

Commodity	Country	Supplement No.
Market Report (by Commodity)		
Scientific and Optical Instruments:		
Nucleonic instruments	Canada	33/62
Sports Goods:		
Sports goods	German Federal Republic	39/62
Textiles including Yarns:		
Furnishing fabrics	Australia	29/62
Tools:		
Tools, hand	Ghana	29/62
Tools, machine	El Salvador	32/62
Vehicles and Parts:		
Motor cycles and scooters	Australia	35/62

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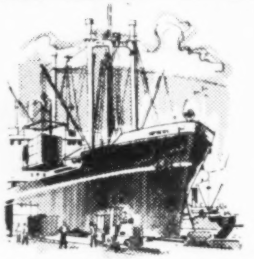

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from 27th NOVEMBER, 1962
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in the **BRITISH CROWN COLONY of HONG KONG**

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Information from:-

Hong Kong Government Office, 54 Pall Mall, London, S.W.1.
The Chinese Manufacturers' Association, Li Po Chun Chambers, 13th Floor, Hong Kong.
Commerce & Industry Department, Fire Brigade Building, Hong Kong.

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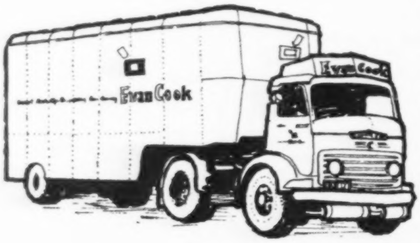

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Outside Europe	Oct. 5	Jan. 4
Europe	Sept. 7	Dec. 7
United Kingdom	Aug. 3	Nov. 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Extension 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists of Trade Fairs and Exhibitions

THE FAIRS and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 5, September 7 and August 3 respectively.

OUTSIDE EUROPE

Addition:

NEW YORK: DESIGN ENGINEERING SHOW – May 20-23, 1963. At the Coliseum.
* Apply, Clapp & Poliak Inc. Management, 381 Madison Avenue, New York 17, N.Y.

EUROPE

Addition:

HANOVER: 17TH WORLD VETERINARY CONGRESS AND EXHIBITION – August 14-21, 1963.
Apply, 17th World Veterinary Congress 1963, Hans-Böckler-Allee 16, Hanover.

UNITED KINGDOM

LONDON: 2ND INTERNATIONAL FINISHES EXHIBITION – May 20-24, 1963. At Earls Court, London.
* Apply, Scientific Surveys Ltd. (Exhibition Division), 97 Old Brompton Road, London, S.W.7. (Tel: Knightsbridge 9360).

British Toy Fair, Brighton, 1963

The 10th British Toy Fair will be held at Brighton from January 27 to February 1, 1963. The Fair is sponsored by British Toy Fairs (International) Ltd., 94 Hatton Garden, London, E.C.1. (Telephone: Chancery 9158) and is open to the trade only. This event will as hitherto be staged at three sea front hotels and the Corn Exchange and at a new venue, the Stadium in West Street which is adjacent to the sea front. The attendance at the last Fair was 4,500 including 500 visitors from overseas. So far, 300 exhibitors including several from overseas have taken space at the 1963 event which will be the largest in the Fair's history; in all there will be over 73,000 sq. ft. of net exhibition space. Special facilities are being afforded to overseas buyers, including free first-class return rail travel from London to Brighton, and a free car service between the various venues of the Fair.

Fine Display of British Carpets at Utrecht Fair

BRITISH CARPETS featured prominently at the International Textile Fair (September 10 to 18), the first of its kind to be held at Utrecht. The Fair, which was visited on the opening day by Sir Andrew Noble, H.M. Ambassador at the Hague, was devoted mainly to furnishing textiles.

Organized as a joint venture with assistance from the Board of Trade, the stand of the British Carpet Manufacturers formed the only nationally grouped display among exhibits from eight countries. It received favourable notice from the local press for its outstanding layout, as also did a separate display of plastic curtaining by Storeys of Lancaster.

Six British carpet firms participated: Blackwood, Morton and Sons of Kilmarnock; Brintons, The Carpet Manufacturing Co. and Carpet Trades of Kidderminster; John Crossley and Sons of Halifax and T.S. Firth and Sons of Brighouse.

Speaking at the press reception, Mr. Redfern of the Export Group of the Federation of British Carpet Manufacturers pointed out that exports of British carpets to the Netherlands had increased by 65 per cent. between 1960 and 1961. On the first day of the fair one of the participating firms booked an order for 600 carpets with a German firm. Apart from the local trade, the fair was visited by 100 buyers from overseas and over 1000 buyers from Common Market and EFTA countries.

British Machine Tool Display in Japan

THE BOARD OF TRADE and the Machine Tool Trades Association have organized the display of British machine tools at the Japan International Machine Tool Fair, Osaka, which opened on Wednesday. The official display which covers 12,000 square feet shows the products of some 25 British firms, including gear-cutting, boring, drilling, milling and grinding machines and a variety of lathes. There is also a trade information bureau staffed by the Machine Tool Trades Association.

The British display has been designed and constructed by the Central Office of Information on behalf of the Board of Trade, in collaboration with the MTTA and British Embassy and consular staff in Japan. At least 30 other British manufacturers are displaying products on the stands of agents. Machine tools from the United States, Switzerland, France, Italy and the East European countries are also on show at the Fair, which closes on October 21.

Britain's machine tool exports totalled £35·1 million last year and £27·7 million in the first eight months of this year. Japan took £1·7 million worth of machine tools from Britain in the first eight months of this year compared with £1·2 million worth in the same period last year.

British Firms at Plovdiv Fair

THE TWENTIETH Jubilee Trade Fair was held at Plovdiv from September 16 to 30 inclusive. This year British representation was concentrated mainly in a group of between thirty and forty individual firms organized by Paneuropean Consultants Limited in co-operation with the Bulgarian State Trading Organization 'Burpred'. There were a number of British exhibits on the stands of their Continental agents and a successful individual exhibit in a caravan outside the small pavilion housing the British and some French, Swedish and Dutch exhibits, set up by the Production Tool Alloy Company Limited and J. K. Smit and Sons (Diamond Tools) Limited.

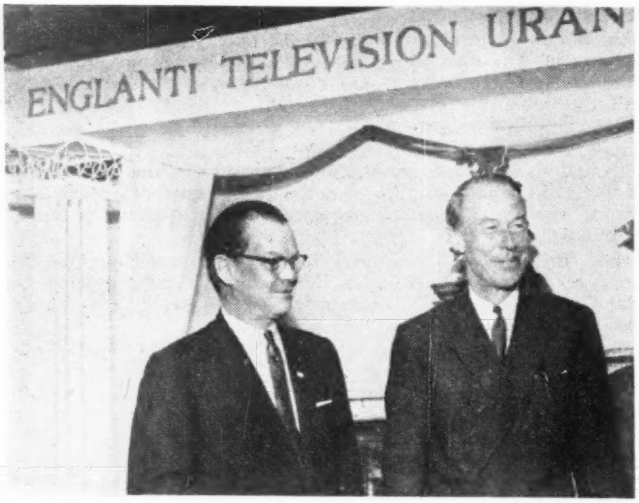
British Industrial Equipment in Roumania

The Board of Trade have organized an official trade inquiry bureau at the British Industrial Equipment Exhibition opening in Bucharest from October 15 to 16.

The Exhibition has been sponsored by the London Chamber of Commerce and organized by Fairs and Exhibitions Ltd., London, in conjunction with the Roumanian Chamber of Commerce in Bucharest. Lord Kilmarnock, President of the London Chamber of Commerce, will perform the opening ceremony. Seventy-six British firms are taking part.

Finland's Trade Fair — 'A Bold Enterprise'

By Patrick D. Stobart, Counsellor (Commercial) at the British Embassy, Helsinki



Mr. Alan Green (*right*), Minister of State, Board of Trade, at the stand of a local importer of British radio and television equipment. With him is Mr. G. Damstrom of Oy Bensow Ab.

'ISO BRITANNIASTA-Fran Britannien-From Britain'. Such was the slogan in Finnish and Swedish under which many firms exhibited their goods at Finland's first International Trade Fair which was opened in the presence of the President of the Republic of Finland, Dr. Urho Kekkonen, on September 21. The organizers can congratulate themselves upon the success of a bold enterprise in which all of the 40,000 square metres (440,000 square feet) of space available were filled and which attracted 276,000 visitors.

On September 23, Mr. Alan Green, M.P., Minister of State at the Board of Trade toured the fair and visited as many as possible of the firms exhibiting British goods.

Britain was represented at the fair in four ways. First, there was an official Trade and Tourist Information Stand in the Hall of Nations. In accordance with the British Government's policy of avoiding large national prestige exhibits, this stand was kept to relatively small dimensions and was provided for the express purpose of answering trade and travel inquiries. Second, the Board of Trade assisted British industry to mount a number of rather larger trade association stands in the appropriate industrial sections of the fair. The Agricultural Engineers' Association (AEA), the Scientific Instrument Manufacturers' Association (SIMA), the Association of the British Pharmaceutical Industry (ABPI), and the British Radio Equipment Manufacturers' Association (BREMA) all availed themselves of this opportunity to stage joint exhibits. The third method was the mounting of displays by individual British firms. Of particular interest was the impressive stand of the Distillers Company Limited which had already attracted so much attention at the British Fair in Stockholm in May.

The fourth, and perhaps the most important way, was the representation of British goods by local agents and this method was adopted by the majority of the 232 British firms whose goods appeared at the fair. In some cases, the agent's stand confined itself to the British product alone: in others British goods appeared on a mixed stand. The use of showcards displaying a Union Jack with an overprint in Finnish and Swedish 'From Britain' served to highlight those goods which were, in fact, British.

Britain's strongest suits at the fair were: Radio and electronics, where the impressive SIMA and BREMA stands attracted great attention. The latter was supported by useful displays by the local importers and assemblers of British television and radio. Farming tractors and agricultural machinery. Finland is an outstandingly good customer for our tractors and the AEA stand was admirably supported by the local agent's own displays. Domestic, catering and laundry equipment. Industrial motor engines. Small power and hand tools.

Our weakest suit was undoubtedly that of heavy machine tools, where German and Swedish firms in particular, mounted impressive exhibits. It is to be hoped that our industry will pay more attention to this rapidly industrializing market in future.

It is always difficult to assess on the spot the value of a general fair of this nature. Mere numbers of visitors, however impressive they may be, tell one little. The only sure yardstick is provided by the orders and serious inquiries which exhibitors receive, not only at the time of the fair, but in subsequent months or years. For example, the harvest of the 1957 British Fair at Helsinki is still being reaped. If one is to draw up a balance sheet at this early stage, one can truthfully say that the fair was successful, both from the point of view of the organizers Suomen Messut (the Finnish Fair Authority) and that of the British firms who participated. Many of the items shown did not lend themselves to immediate orders, but the numbers of serious inquiries clearly show that many potential buyers have been attracted.

The lessons to be learned from the fair are fairly simple. The first is that the British Government's policy of concentrating on purely industrial, as opposed to prestige exhibits, is basically sound. The orders and serious inquiries (and particularly the latter) taken on the Trade Association stands prove this. It is always tempting to put on a large and impressive national display containing a few examples of the best which one's industries can produce. This is a method which may suit those smaller nations whose industrial prowess may not be generally known. Britain, however, is known in Finland as a major supplier: the need here was to exhibit specific goods in the various industrial sections.

The second lesson is that in a market such as Finland, a large part of the burden must inevitably be borne by the local import agents. The fact that so many of them displayed British goods is a proof of the value of our products. In this connection it may be relevant to note that in the autumn of 1961, when the fair was first announced, the Commercial Department of the British Embassy, Helsinki, wrote to no less than 800 importers of British products urging them to exhibit and their satisfactory response appears to have justified this exercise.

The third lesson is that the collective aspect of the British effort at a fair is of importance. If British radio and television are well represented, this fact inevitably assists British exhibitors of associated products, e.g. electronics. In this case the fact that the BREMA and SIMA stands were both of impressive size and admirably stocked and manned undoubtedly helped to put Britain on the map in this field.

The fourth and last point is that a fair involves much more than merely manning of stands. I was most impressed by the enterprise shown by many of the British representatives in getting around among potential customers. Britain is Finland's best customer and her second biggest supplier. In 1961 we bought from her £95 million worth of goods and sold £52 million worth. Our participation in the fair has undoubtedly helped to keep Britain on the map and, when the results come to be assessed, will have done much to enable our firms to advance into this attractive market.

Fine British Display at West Berlin Industries Exhibition

MORE THAN 250 British firms took part in the 13th German Industries Exhibition which was opened in West Berlin on September 22 by Professor Dr. Ludwig Erhard, the Federal German Vice-Chancellor. Mr. Alan Green, Minister of State Board of Trade, attended the official opening of the exhibition and then, accompanied by Professor Erhard, Herr Brandt, Governing Mayor of West Berlin, and other leading dignitaries, moved on to the British Pavilion where Mr. Green formally opened the official British display.

The theme of this year's Industries Exhibition was 'Partner in Progress – Africa'. Special displays, covering some 15,000 sq. metres of interior and open air exhibition space, featuring this vast continent have drawn even larger crowds than anticipated to the West Berlin permanent exhibition halls.

At the invitation of the Berlin Senate, thirty-two African countries and Madagascar took the opportunity of participating in this event and many of their representatives visited West Berlin for the opening ceremonies. Through displays depicting their products, both the traditional and modern way of life of their peoples, and the economic structure of the various African nations, an impression was conveyed to the public of the tasks and problems faced by these new nations in their economic, social and cultural development.

Other parts of the exhibition were also well visited. The West German electrical industry occupied three large halls with displays of household and technical equipment. One hall was given up to domestic motor cars and commercial vehicles, and the new Ford Taunus and BMW models attracted much attention. Other halls showed china and table glass, machine tools, chemicals and plastics, furniture, and gas fired apparatus. The Ruhr Coal Industry and the German Aluminium, Copper and Rubber Goods Manufacturers' Associations all had combined stands.

The 179 foreign exhibitors in the Industrial Exhibition were mostly grouped in officially organized national displays. Thirty-one manufacturers of automation equipment combined to make up this year's United States contribution which was organized by the United States office for International Fairs (a department of the Ministry of Commerce), and occupied one of the main exhibition halls.

Under the slogan 'British Partnership with the World' the United Kingdom Pavilion demonstrated the wide scope of our nation's trade partnership with all countries. An attractive display sequence close to the Pavilion entrance clearly illustrated this by showing the location of the world's natural resources, their 'harvesting' and the part played by the workshop of industrial Britain in the processing of these materials into manufactured goods for resale in world markets.

This introductory area also included sections on the great maritime explorers of the past and their famous vessels, on the City of London, with particular attention to the important commodity markets, e.g. the Tea Market, Wool and Metal Exchanges, etc., and on the Port of London, all combining to support the general theme of the unceasing flow of trade between the United Kingdom and the world.

Following the opening sequences, a series of displays was presented covering important British industries – textiles, pottery, glass, leather, iron and steel, paper, rubber and foodstuffs. Each section maintained the exhibition's theme by means of a short pictorial story depicting the source of the raw materials, their gathering and some of the manufacturing processes involved – with the finale in each instance being a display of the finished products. Public interest was very much attracted by the Textile Section, which was impressive in its presentation of a wide range of the diverse output of British mills. The fabrics – wool, cotton, man-made fibres and blended fibres – were displayed on revolving pyramids 14 feet high against a background of draped materials. Model figures clothed in garments made from these materials were associated with each grouping. Sample pieces of the materials exhibited were available in the textiles area for the public to examine and through a numbering system it could easily be seen from a master key who the manufacturer was of any particular item.

The wide range of Axminster and Wilton carpets on view were a very popular feature and their designs and colours appeared to be much to the local taste. Fine selections of British china, leather and rubber goods, foodstuffs and domestic, industrial and scientific glassware attracted much public attention. Trade inquiries were recorded at the Information Counter in particular for knitwear, special types of paper for printing, radiation and laboratory glass, leather coats, oven glassware, china and tinned foodstuffs.

The British Exhibition 1962 was designed and constructed on behalf of the Foreign Office by the Central Office of Information, who deservedly received many compliments on an outstandingly colourful and attractive presentation. The BBC were represented in the Pavilion and an Information Stand was manned by members of the British Consulate-General, Berlin, who arranged a large-scale trade preview on the evening prior to the official opening and a series of small morning receptions for wholesalers and importers connected with the trades concerned. Over 250 British firms took part in the various combined displays which were arranged with the unstinted co-operation of 15 British Manufacturers' Associations and a number of leading companies.

Apart from the commercial inquiries which are now being followed up, the British Pavilion achieved considerable success in the field of publicity. Two interesting pieces about the British display appeared on West German television, and there were comments and interviews on local radio stations and many references in the local press.

British Weeks and Store Promotions

A LIST of forthcoming British Weeks and Store Promotions was published in the *Board of Trade Journal* of June 22, page 1384. The programme below reflects changes notified to the Board of Trade since that date:

PLACE	NAME OF PROMOTION	DATES	ORGANIZERS and/or CONTACTS
Gothenburg, Sweden	Store Promotion: Sven Gulin (Mens wear).	1962 October 15-26	British Consulate-General, Ostra Larmgatan 16, Gothenburg.
San Francisco	British Week: 'London Week.'	November 12-17	British Consulate-General, 343 Sansome Street, San Francisco 4, *or* Secretary of London Week Committee, Room 507, 310 Sansome Street, San Francisco 4.
Paris	Store Promotion: Au Bon Marche.	November 12-end of December	Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore Paris 8e, *or* Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1. (Tel.: HYD 8804).
Kansas City and Wichita.	Store Promotions: Macy's 'Festival of Britain.'	November 26-December 29	British Consulate, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City 6, Missouri, *or* R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel.: REG 4583).
Tokyo	British Week (under discussion).	1963 Spring	Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo.
Munich	British Week	June 9-16	British Consulate-General, Akademiestrasse 7-9, Munich.
Zurich	British Week	September 2-14	British Consulate-General, Dufourstrasse 56, Zurich *or* British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel.: WHItehall 6711).
Adelaide	British Week	September 16-21	British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide.
Montreal	Store Promotion: Henry Morgan & Co. Ltd. (under discussion).	September 16-28	British Trade Commissioner, 635 Dorchester Boulevard West, Montreal 2, P.Q., *or* Associated Merchandising Corporation, 62-64 Brook Street, London, W.1. (Tel.: MAYfair 5266).
New Orleans	Store Promotion: Maison Blanche.	September 23-October 5	British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans 12, Louisiana.
Panama	Concours D'Elegance (under discussion).	1964 January	Commercial Department, British Embassy, Via Espana 120, Panama City, *or* Western Hemisphere Export Council, Panama Committee, Estafeta No. 1 Apartada 3295, Panama.
Hobart and Launceston.	British Week (proposed)	Spring (dates to be decided)	British Trade Commissioner, Australia and New Zealand Bank Chambers, 224 Queen Street, Melbourne C.1.
Brisbane	British Week	April 6-11	British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane.
Perth	British Week	May 18-23	British Trade Commissioner, Prudential Building, 189 St. Georges Terrace, Perth.

Firms wishing to participate in any of these events are invited to offer their products through their local agents or to seek the assistance of the contacts or organizers whose names appear in the right hand column.

'British Fortnight' in Geneva

The 'Quinzaine Britannique' at Geneva, opened in perfect weather conditions on October 1. The Minister of State, Mr. Alan Green, travelled to Geneva for the opening ceremony and was guest of honour at the inaugural luncheon.

After the luncheon, all the guests made a tour of the British Fortnight Area in a London bus, followed by a cortege of British cars. As might be expected, there is a scramble by Genevese and foreign residents to ride on the top deck of the bus. The Minister of State opened the 'Britain Past and Present' exhibit, set up by the Central Office of Information in the largest Department Store, which has devoted the whole of one of its floors to the sale of British goods and the installation of an English pub. The Minister of State referred in his address to the historic links between Britain and Switzerland, and close co-operation of the two countries within the EFTA and in their negotiations with the European Economic Community.

The Minister also visited the Palais Electoral, where the British Transport Commission are showing a magnificent working model of the proposed Dover terminal of the channel tunnel, a Naval and Mercantile Marine Exhibition sent out by the Admiralty and The Ministry of Transport for another leading department store which also featured the design awards exhibits, and a number of other stores who have put on special displays in conjunction with their British suppliers. The Minister also opened the gala performance of a fashion show presented by Mr. Michael Whittaker for the Fashion House Group of London and the British Menswear Guild. This was the first time that the two groups had co-operated in a joint production, and the first time that H.M. Government had given financial support to such an undertaking.

Large crowds have been attracted by the two English policemen and one policewoman on patrol and traffic duty with their Swiss colleagues, and by the pipers and dancers of the 1st Battalion, The Cameronians, who, on their first appearance in the streets, fired the Genevese to an outburst of wild enthusiasm. Concerts by the Golden Age Singers, Lectures by Sir John Wedgwood and Mr. James Laver, a gymkhana for British motor cars, a wheel-chair basket ball match between a British team accompanied by Dr. Guttmann from Stoke Mandeville, and a Geneva team were all well attended. A match between the Geneva British Rugby Club and a British team from NATO Headquarters at Fontainbleau will wind up the programme. All these events, combined with showings of British feature and documentary films at three cinemas, set the stage for the vigorous retailing of British goods.

First reports on the commercial side of the fortnight, show great enthusiasm for the British goods on display. British clothing is particularly prominent and in quality and price caters for every taste and purse. Furnishings and furniture, chinaware, sports goods, pharmaceuticals and food and drink are not far behind. In fact, with the Genevese buying British in the shops, eating British beef, lamb, steak and kidney pie, cheese, and drinking British beer at a restaurant where a well-known London doorman has regretfully to turn away the many customers who have omitted to book a table in advance, Mr. George Hodson, the Chairman of the Organizing Committee, can be well-satisfied with the obvious success which has crowned his months of labour.

BRITISCHE
WOCHEN
ZÜRICH
2-14 SEPTEMBER 1963

From left to right: Mr. J. M. Walsh, British Consul-General for Zurich, Mr. W. P. N. Edwards, Managing Director of British Overseas Fairs Ltd. (pointing at a blow up of the brochure advertising the British Fortnight, Zurich, September 2-14, 1963) and Dr. Emil Landolt, Mayor of Zurich.

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PERFORMING RIGHT TRIBUNAL

Ref. No. PRT.12/62

NOTICE IS HEREBY GIVEN pursuant to Rule 5 of the Performing Right Tribunal Rules, 1957 (as amended by the Performing Right Tribunal (Amendment) Rules, 1959-60) of a further reference to the Tribunal under section 26 of the Copyright Act, 1956, by the **Performing Right Society Ltd. of Copyright House, 29/33 Berners Street, London, W.1.** (hereinafter called 'the licensing body') being the licensing body operating the relevant scheme, of a licence scheme relating to cinemas in respect of which the Tribunal made an order under section 25 of the said Act, dated 6th April, 1961.

A copy of the further reference has been served on the **Association of Independent Cinemas of Regency House, Warwick Street, London, W.1,** and on the **Cinematograph Exhibitors' Association of Great Britain & Ireland of 164 Shaftesbury Avenue, London, W.C.2,** who, with the licensing body, were parties to the reference in which the said order was made.

The licensing body says that the scheme so varied has become unreasonable in the following respects and by reason of the following circumstances:—

(a) The said licence scheme provides for the issue of licences for performance of musical works under the control of the licensing body as well for concerts held at cinemas as for the accompaniment or overture or other purposes incidental to cinematograph entertainment.

(b) The licensing body already has a separate tariff for concerts of serious music and is about to establish a separate tariff in respect of concerts of popular music.

(c) The licensing body is seeking to establish tariffs related rather to the use of music than to the nature of the place where it is performed or the identity of the licensee.

(d) In the circumstances concerts whether of serious or popular music, should be subject to the same licence schemes as regards performing right wheresoever and under whatsoever auspices they may happen to be held.

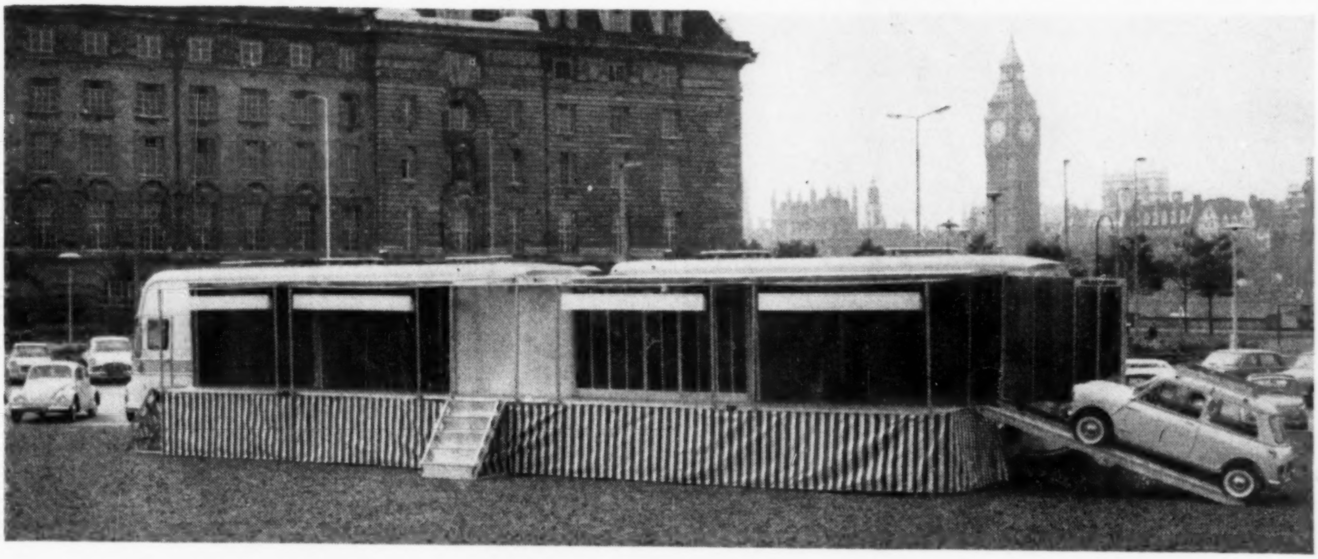
The licensing body accordingly asks for the further variation of the said scheme so as to remove the provisions relating to concerts, with such consequential amendments as may be necessary.

Any organisation or person wishing to be made a party to the proceedings must apply to the undersigned by 7th November, 1962.

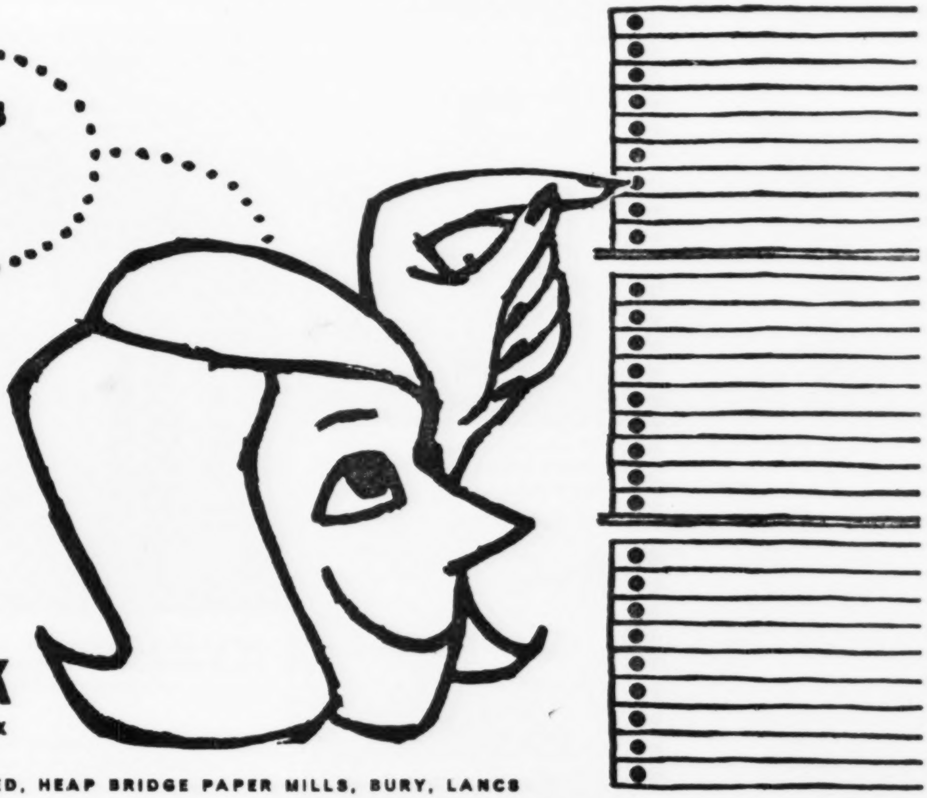
J. COWEN,
Secretary.

Performing Right Tribunal,
24 Kingsway, (6th floor),
London, W.C.2.

MOBILE SHOWROOMS FOR BRITISH INDUSTRY ABROAD



Normand Ltd., of Park Royal, London, have just completed the first of two prototype units seen in London to be used as mobile showrooms for British industry abroad. Each unit, measuring 61 ft. overall, is in two sections. The powered section has a 7.68 litre engine in an A.E.C. Reliance chassis on which is built an exhibition unit comprising a conference room and two exhibition rooms. These can quickly be widened from 8 ft. to 20 ft. by an ingenious system of rollers. For demonstration—or film-showing—purposes these rooms are supported with adjustable jacks. The two axled crane trailer also carries two extendible exhibition rooms and in one trailer a Mini Minor car is carried which can be lowered by ramps and used for liaison and administration purposes.



three nines are twenty-seven

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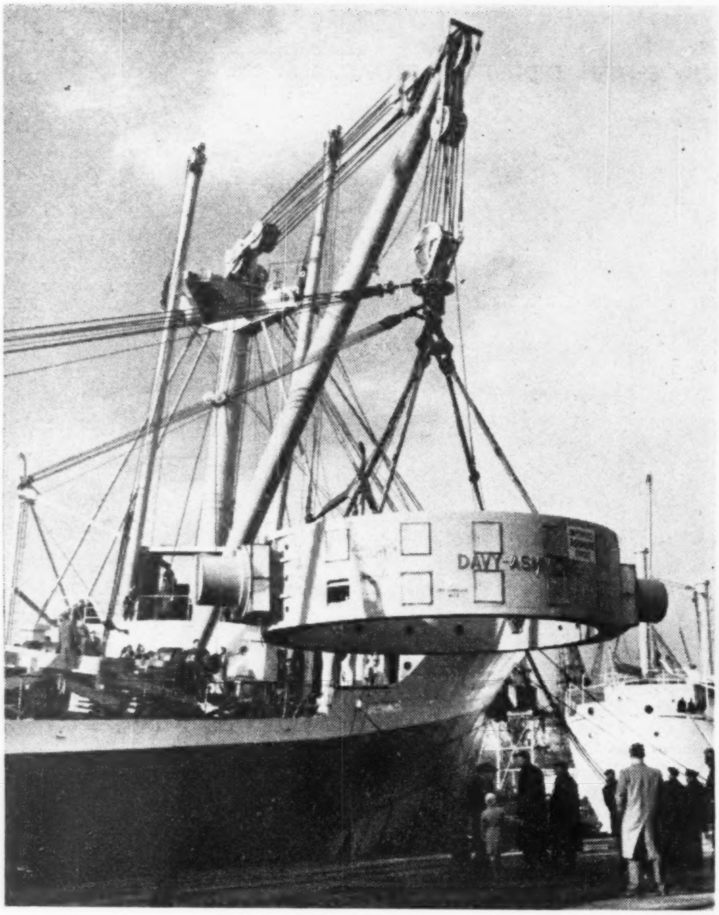
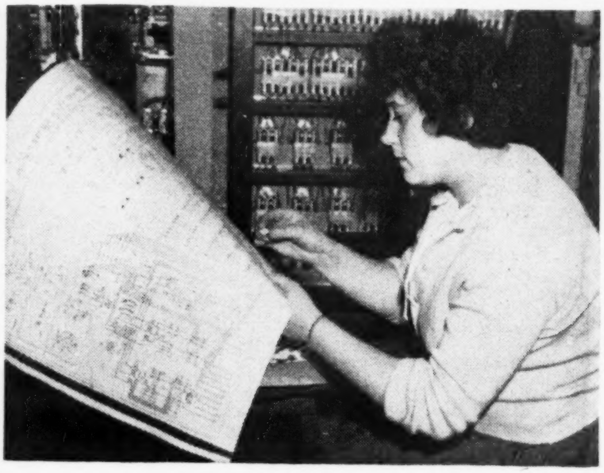
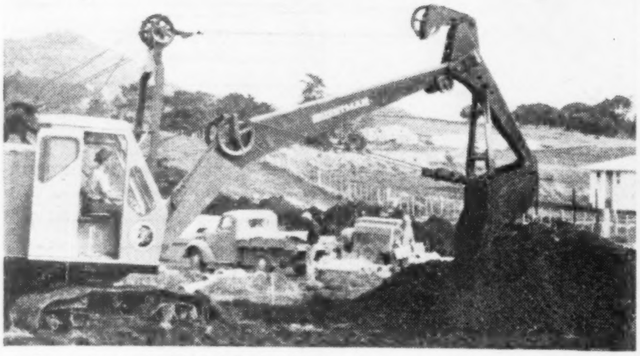
EQUIPMENT FOR AUSTRALIA AND NEW ZEALAND



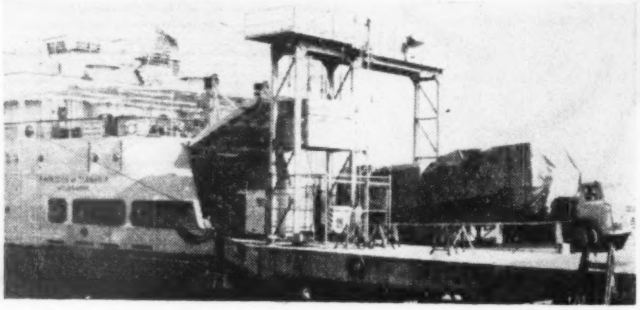


An employee at the Bedford works of Brookhirst Igranic, checking nameplates for a sugar centrifuge control panel for a mill in New South Wales.

Left: This striking picture shows a trunnion ring into which one of two 200-ton oxygen converter furnaces built by Ashmore, Benson Pease & Co. Ltd., will be fitted, being loaded aboard the s.s. 'Clan MacTavish' at Middlesbrough Docks for New South Wales.



A Priestman excavator fitted with a three-quarter cu. yd. shovel deep-digging trenches for sewers in volcanic rock on a Whangarei, New Zealand housing estate.



330 kV cables, manufactured by the British Insulated Callender's Cable, Ltd., running through Tumut 2 underground power station forming part of the Snowy Mountains Hydro-Electric Scheme.

Left: An Albion Clydesdale hauling a Fleetway trailer-based container out of the m.v. 'Princess of Tasmania' at Melbourne.

Overseas Trade Section

Trade and Financial Arrangements

United Kingdom and Roumania

THE BOARD OF TRADE announce that pending the conclusion of discussions now in progress on quotas for trade with Roumania in the twelve months starting on October 1, 1962, the quotas for the twelve months up to September 30, 1962, have been extended *pro rata* for three months.

Iran and Soviet Union

A NEW Irano-Soviet Trade Protocol was signed in Tehran on August 9, 1962. It is valid from April 1, 1962, to March 31, 1963.

The Protocol provides for trade exchanges between the two countries to an estimated value of Rials 2,300 million (£11 million) in each direction. The main Iranian exports concerned are carpets, skins, fish, fruit, and ores.

Russia will send to Iran machinery, including agricultural machinery, tractors, linen and artificial silk fabrics, sewing thread, pharmaceuticals, medical and surgical equipment, chemicals, bicycles and motor cycles, chinaware, and fishing nets and equipment.

India and Afghanistan

A NEW Trade Agreement between India and Afghanistan was signed on September 12. The Agreement in fact differs very little from the old one but a full copy of it can be seen at Export Services Branch, Room E.39, Hillgate House, 35 Old Bailey, E.C.4. (Telephone: City 5757. Ext.: 450.)

Hints to Business Men Visiting Lebanon, Senegal and Mauritania

REVISED EDITIONS of the booklets on Lebanon and Senegal and Mauritania have been published in the series of 'Hints to Business Men.'

British business men who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Room 0348, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2928.)

Address of the British Vice Consulate at Aruba

H.M. CONSUL at Curacao reports that with effect from September 1, 1962, the British Vice Consulate at Aruba, Netherlands Antilles, was changed to an honorary post, with the appointment of Mr. Peter Wurtz as Honorary British Vice Consul.

All correspondence should now be sent to: The British Vice-Consulate, Maduro Building, Nassaustraat 88, P.O. Box 85, Oranjestad, Aruba, Netherlands Antilles. Telephone: 2046. Telegrams: Britain.

British Embassy at Guatemala City

THE BRITISH LEGATION at Guatemala City has been raised to the status of an Embassy. Correspondence to this post should be addressed to: The First Secretary (Commercial) and Consul, British Embassy, P.O. Box No. 8, 11 Calle No. 3-27, Guatemala City, Guatemala.

The telephone numbers, i.e. 24604, 27305 21463, remain unchanged.

Telex Service with Bermuda

A TELEX SERVICE with Bermuda opened on October 1. The charge for calls is £1 per minute, with a minimum charge of £3 for three minutes. The hours of service are from 12 noon to 3 a.m. (G.M.T.), Monday to Saturday. There is no service on Sunday.

Building Reports

The Building Centre has published summarized reports of the forums held during 1961-62. Copies: The Building Centre, 26 Store Street, London, W.C.1. Price 3s. 6d. (postage included).

Morocco and Hungary

THE MOROCCAN *Bulletin Officiel* of August 31, 1962, announced the signing in Rabat on July 17, 1962, of a new trade agreement between Morocco and Hungary. The agreement is valid for one year from the latter date.

Hungarian exports to Morocco will include industrial and agricultural machinery and apparatus, mechanical and electrical, with machine tools (value 2,930,000 Swiss francs), cotton and synthetic textile fabrics (value 1,950,000 Swiss francs), electrical products (radio valves, fluorescent tubes, radios, spare parts and electric lamps) (value 775,000 Swiss francs), chemical products for pharmaceutical use including specialities, wool and rayon fabrics, and butter (all value 430,000 Swiss francs) and miscellaneous food products, including marrow seeds (value 345,000 Swiss francs).

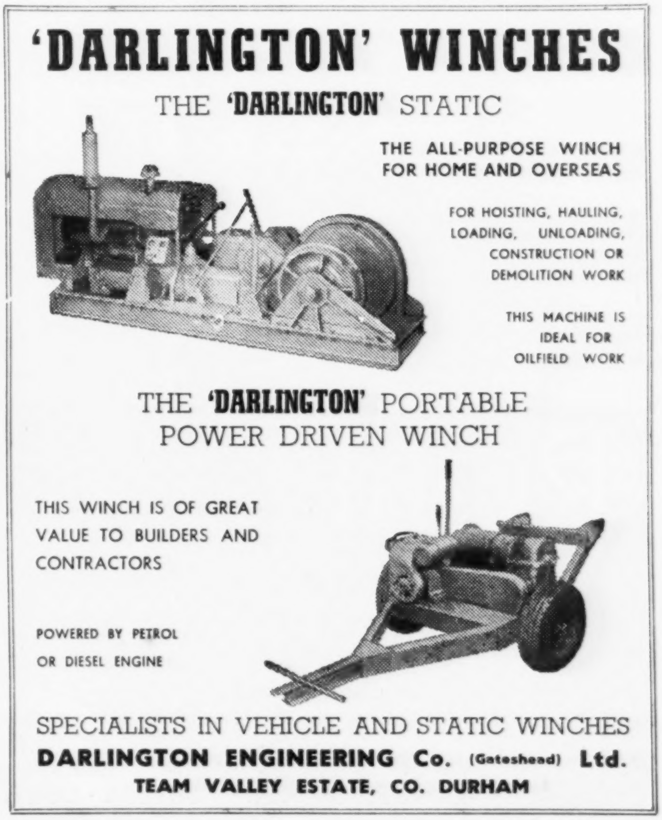
Moroccan exports to Hungary will include fish meal (value 3,000,000 Swiss francs) tinned sardines (value 1,550,000 Swiss francs), citrus fruit (value 1,300,000 Swiss francs), lead ore and lead ingots (value 430,000 Swiss francs) and oil cake (value 430,000 Swiss francs).

The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Bulgaria

THE MOROCCAN *Bulletin Officiel* of August 31, 1962, announced the renewal, for a period of one year from August 1, 1962, of the trade agreement signed between Morocco and Bulgaria on August 18, 1961. There are a few slight variations in the quotas previously announced.

The French text of the announcement, with details of the new quotas may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.



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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin.*

The *Bulletin,* published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 *and* 404). *Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk* *.

ARGENTINA

Construction of New International Airport; First stage for Ministry of Economy of the Government of the Province of Neuquen. (Further Information.) October 22. E.S.B. 29986/61.

AUSTRALIA

Transformers for the Victorian Railways, Melbourne. November 7. E.S.B. 30847/62.*
Testing Instruments for Cairns Regional Electricity Board. November 21. E.S.B. 30856/62.
Fluoridator for Townsville City Council. October 22. E.S.B. 30857/62.
Milling Machines for Commonwealth Stores Supply and Tender Board. November 1. E.S.B. 30848/62.*
Hospital Extensions for Port Lincoln Hospital. November 6. E.S.B. 30535/62.
Sewage Clarifier for Warwick City Council. October 26. E.S.B. 30858/62.

BURMA

Communication Equipment for Inspector-General of Police. Closing date extended to October 22. E.S.B. 27990/62/A.I.D.*

Union of Burma Purchase Board:

Fire Clay. October 23. E.S.B. 30552/62.*
Turpentine. October 24. E.S.B. 30553/62.*
Nuts and Bolts etc. October 24. E.S.B. 30554/62.*
Shackles. October 24. E.S.B. 30555/62.*
G.I. Sheets. November 2. E.S.B. 30558/62.*
Brushes. October 24. E.S.B. 30556/62.*
Velocity Meters. October 24. E.S.B. 30557/62.*
Cement. October 23. E.S.B. 30539/62.*
Fire Extinguishers. October 23. E.S.B. 30538/62.*
Bulldog Grips. October 23. E.S.B. 30537/62.*
Picks-Steel. October 23. E.S.B. 30536/62.*
Washers. October 22. E.S.B. 30869/62.*
Bolts. October 25. E.S.B. 30866/62.*
Water Filters. October 25. E.S.B. 30864/62.*
Life Buoys. October 25. E.S.B. 30865/62.*
Steel Wire Brushes. October 25. E.S.B. 30867/62.*
Pipe Wrenches. October 22. E.S.B. 30870/62.*
Hose (Canvas and Rubber). October 22. E.S.B. 30871/62.*
Mortar Pans. October 22. E.S.B. 30872/62.*
Steel Wire Rope. October 22. E.S.B. 30873/62.*

CAMBODIA

Saw Mill Plant for La Société Khmere D'Exploitation Forestiere. December 15. E.S.B. 30885/62.

CEYLON

Underground Cable for Ministry of Agriculture, Land, Irrigation and Power. (Further Information.) Tender documents now available for loan. E.S.B. 29150/62.*
Railway Wagons for Ministry of Transport and Works. November 7. E.S.B. 30815/62.*
Cast Iron Scrap for Public Works Department. October 24. E.S.B. 30875/62.
Steel Pipe: Couplings for Colombo Muncipal Council. October 24. E.S.B. 30948/62.

DENMARK

NATO Infrastructure Contract:

Construction of Ammunition Depots at Five Sites for the Danish Authorities. Apply by November 1. G.D. 878/62(34).

EGYPT

Transformer Stations for Mechanical and Industrial Department. Closing date postponed to November 10. E.S.B. 26235/62.
Mining Equipment for the General Organisation for Executing the Five Year Plan. December 15. E.S.B. 30581/62.*

FORMOSA

Veneer and Plywood Plant for Ta Hua Enterprises Co. Ltd. Closing date postponed to October 27. E.S.B. 30846/62.

Central Trust of China:

Bond Paper. October 22. E.S.B. 30830/62.*
Fittings for Ammonia Plant. Closing date now October 24. E.S.B. 17373/62.*
Raw Materials of Paints and Lacquers. (Further Information.) October 30. E.S.B. 19721/62.*

GERMANY

NATO Infrastructure Contract: German Authorities

Earth Work, Water Supply, Sewage Disposal and Building Construction. Apply by October 26. G.D. 93/62/2(224).
Support Site, Water Supply and Drainage. Apply by November 27. G.D. 93/62/2(225).

GREECE

Spring Washers for Hellenic State Railways. November 13. E.S.B. 30854/62.*
Track Mounted Air Compressors for Public Power Corporation, Athens. November 8. E.S.B. 30877/62.*
Postal Equipment for Ministry of Communications. (Further Information.) Closing date now October 26. E.S.B. 12491/62.

Ministry of Trade:

Transmitters. November 12. E.S.B. 30589/62.*
Office Machinery. October 30. E.S.B. 30584/62.*
Laboratory Equipment. (Further Information.) November 5. E.S.B.. 17841/61.*
High Frequency Receiver. November 13. E.S.B. 30862/62.*

INDIA

Cranes for Workshop Division, Poona-3. November 2. E.S.B. 30818/62.
Aluminium Ingots for Hindustan Aircraft Limited. October 24. E.S.B. 30907/62.
Cable and Cable Boxes for the Fertilizer Corporation of India Ltd. November 16. E.S.B. 30816/62.
Heat Engine Laboratory Equipment for College of Engineering, Trivandum. (Further Information.) E.S.B. 28786/62.
Consultant Services for Civil Engineering Work for Bihar State Electricity Board. October 22. E.S.B. 30292/62.*
Railway Electrification Equipment for Railway Electrification. (Further Information.) December 22. E.S.B. 17054/62.
Transformers for Durgapur Thermal Power Station. (Further Information.) Closing date postponed to October 25. E.S.B. 21821/62.*
Fork Lifts for the Commissioners for the Port of Calcutta. November 15. E.S.B. 30849/62.

Madras State Electricity Board:

Hydro Electric Scheme. October 26. E.S.B. 30944/62.*
Laboratory Equipment (Electrical). November 29. E.S.B. 30933/62.

(*Continued on page* 773)

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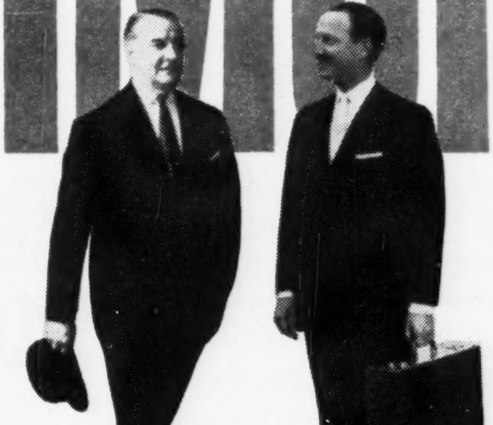
PORT BALTIMORE



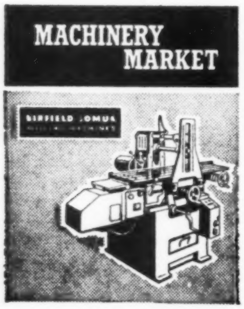
Austin G. Tofield
Manager: United Kingdom
London, England

Stanley E. Horn
European Director
Brussels, Belgium

Men at the top

and men on the way up

need



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The Machinery Market Limited, 11 Wardrobe Chambers,
146a Queen Victoria Street, E.C.4 Tel: CITy 1642 (6 LINES)

Information for U.K. Exporters (*Continued*)

National Coal Development Corporation:

Cable. November 5. E.S.B. 30851/62.*
Testing Instruments. November 26. E.S.B. 30850/62.*

U.P. State Electricity Board:

Switchgear. December 14. E.S.B. 30990/62.
Electrical Equipment. October 24. E.S.B. 30985/62.
Insulating Oil Purifier. (Further Information.) Closing date postponed to October 24. E.S.B. 23711/62.

Atomic Energy Establishment, Trombay:

Compressors Assembly. October 26. E.S.B. 30822/62.
Voltage Correcting Equipment. October 25. E.S.B. 30821/62.
Helium Leak Detector. October 24. E.S.B. 30819/62.
Garden Tractor. (Further Information.) Specification now available. E.S.B. 30065/62.*
Foil; Wire-Tantalum Foil; Wire. (Further Information). Tender documents now available. E.S.B. 30066/62.*
Laboratory Equipment. (Further Information.) Tender documents now received. E.S.B. 30064/62.*
Cascade Impactor. October 25. E.S.B. 30278/62.

The National Small Industries Corp. Ltd.:

Bakery Equipment. October 29. E.S.B. 30923/62/D.L.F.
Capstan Lathe. October 29. E.S.B. 30928/62/D.L.F.
Tablet Making Machine. October 29. E.S.B. 30926/62/D.L.F.
Composition Caster. October 29. E.S.B. 30924/62/D.L.F.
Cam Press. October 29. E.S.B. 30925/62/D.L.F.
Textile Machinery. October 29. E.S.B. 30598/62/D.L.F.
Crankshaft Grinder. October 29. E.S.B. 30599/62/D.L.F.
Crankshaft Grinding Machine. October 29. E.S.B. 30597/62.D.L.F.
Plastic Extruder. October 22. E.S.B. 30654/62/D.L.F.
Tubing and Rod Machine. October 22. E.S.B. 30806/62/D.L.F.

IRAN

Belting for Ministry of Finance. October 23. E.S.B. 30817/62.
Fire Extinguishers for Iran Sugar Corporations. (Further Information.) Closing date now October 27. E.S.B. 19980/62.

Iranian Tobacco Monopoly:

Sprayers. November 10. E.S.B. 30288/62.*
Paper. November 18. E.S.B. 30289/62.

IRAQ

Fire Fighting Equipment for Minisfry of Oil. November 12. E.S.B. 30937/62.
Surgical Equipment for Ministry of Health. November 25. E.S.B. 30936/62.

Iraqi Ports Administration:

Diesel Alternators. November 8. E.S.B. 30939/62.
Spanners. November 1. E.S.B. 30938/62.

Ministry of Defence:

Cinema Sound Recording Equipment. November 12. E.S.B. 30512/62.*
Coils and Reels of Barbed Wire. November 2. E.S.B. 30511/62.*
Hand Tools. November 12. E.S.B. 30510/62.*

JORDAN

Construction Materials and Equipment for Arab Potash Company Ltd. November 15. E.S.B. 30560/62.

KENYA

Vehicles for Nairobi City Council. (Further Information.) November 5. E.S.B. 19921/62.*

MALAYA

Air Conditioning Units for Public Works Department. November 1. E.S.B. 30902/62.

NETHERLANDS

Road Construction Project for Directorate of Waterways. November 7. E.S.B. 30932/62.

NEW ZEALAND

Lathe for New Zealand Government Railways. January 16, 1963. E.S.B. 30929/62.
Transformer Bank for New Zealand Electricity Department. December 4. E.S.B. 30895/62.*
Paper for Government Printing Office. October 24. E.S.B. 30827/62.*

NIGERIA

Switchgear for Electricity Corporation of Nigeria. October 22. E.S.B. 31305/62.

PAKISTAN

Fire Fighting System for East Pakistan Industrial Development Corporation. November 5. E.S.B. 30531/62.*
Electric Motors for West Pakistan Water and Power Development Authority. October 22. E.S.B. 30561/62.*

Pakistan Eastern Railway:

Portable Boring Rig. November 15. E.S.B. 30905/62.
Water-Tube Boilers. December 3. E.S.B. 30906/62.*

Pakistan Telegraph and Telephone Department:

Condensers; Cords; Plugs and Plug Screws. (Further Information.) Tender documents now available. E.S.B. 29696/62.*
Drop Wire. (Further Information.) Tender documents now available. E.S.B. 30295/62.*
Cables. (Further Information.) Tender documents now available. E.S.B. 30294/62.*
Cable. (Further Information.) Tender documents now available for loan. E.S.B. 30296/62.*
Cables. (Further Information.) Tender documents now available for loan. E.S.B. 30297/62.*

The Director of Supply:

Outboard Engines; Boats. October 22. E.S.B. 30566/62.
Fire Fighting Equipment. October 31. E.S.B. 30979/62.*
Dry Kiln Equipment. October 23. E.S.B. 30573/62.*
Saloon Car. October 25. E.S.B. 30574/62.*
Mobile Crane. October 29. E.S.B. 30575/62.*
Surgical Equipment. October 23. E.S.B. 30576/62.*
Electrical Equipment. October 25. E.S.B. 30559/62.*
Lighting Fittings. October 25. E.S.B. 30563/62.*
Cable; Wire. October 25. E.S.B. 30564/62.*
Microscope. October 29. E.S.B. 30567/62.*
Tramcars. October 25. E.S.B. 30570/62.*
Vehicle. October 25. E.S.B. 30571/62.*
Mobile Fire Pumps. October 31. E.S.B. 30976/62.*

PHILIPPINES

Transformers and Spares for National Power Corporation. November 20. E.S.B. 30550/62.*

PORTUGAL

Topographical Equipment for Estado Maior Da Forca Aerea. October 25. E.S.B. 30894/62.

PORTUGUESE EAST AFRICA

Road Construction for Public Works Department. December 4. E.S.B. 30922/62.

Ports, Railways and Transport Department:

Railway Coaches. January 21. 1963. E.S.B. 30927/62.
Construction of Hangar. December 17. E.S.B. 30541/62.
Automatic Switchstands. November 19. E.S.B. 30540/62.

PORTUGUESE WEST AFRICA

Water System Improvements for Servicos Municipalizados De Agua E Electricidade. June 24, 1963. Tender documents (in Portuguese) available. E.S.B. 30935/62.*

RHODESIA AND NYASALAND

Telmetering Equipment for Town Engineer's Department. November 9. E.S.B. 30901/62.
Chloroquine Tablets for Ministry of Health, Salisbury. October 26. E.S.B. 30807/62.

SINGAPORE

Water Cooling Towers for Singapore City Council. (Further Information.) Tender documents now available. E.S.B. 30525/62.*

Singapore Polytechnic:

Air Conditioning and Refrigeration Equipment. October 31. E.S.B. 30904/62.*
Workshop Equipment (Hand and Lathe Tools). October 31. E.S.B. 30988/62.*

SOUTH AFRICA

Crane for City Council of Pretoria. November 1. E.S.B. 30826/62.
Reflective Sheeting for Natal Provincial Administration. October 24. E.S.B. 30943/62.*
Hospital Equipment for Transvaal Provincial Tender Board. November 9. E.S.B. 30978/62.*
Canvas (Flax) for State Tender Board. October 26. E.S.B. 30881/62.*

South West Africa Administration:

Crawler Mounted Face Shovels. October 23. E.S.B. 30590/62.*
Concrete Breakers. October 30. E.S.B. 30918/62.*
Jackhammers. October 30. E.S.B. 30917/62.*

South African Railways:

Mechanical Horses. October 26. E.S.B. 30916/62.*
Commutators. November 2. E.S.B. 30973/62.*
Die Sinking Machine. November 2. E.S.B. 30842/62.*
Milling Machine. November 2. E.S.B. 30843/62.*
Resistances. November 2. E.S.B. 30844/62.*

Cape Provincial Administration:

Automatic Controls for Washing Machines. October 30. E.S.B. 30834/62.*
Laundry Machines. November 2. E.S.B. 30835/62.*
Road-Making Equipment. October 26. E.S.B. 30836/62.*
Machine Tools. October 26. E.S.B. 30837/62.*
Phosphor Bronze. October 30. E.S.B. 30838/62.*

SOUTH VIETNAM

Paper for Central Purchasing Authority. October 24. E.S.B. 30852/62.*

SUDAN

Steel Products for Department of Land Use and Rural Water Development. October 30. E.S.B. 30911/62.*
Workshop Machinery for the Sudan Gezira Board. November 24. E.S.B. 30897/62.*
X-Ray Accessories for Ministry of Health. November 5. E.S.B. 30910/62.*

Department of Posts and Telegraphs:

Copper Wire. October 24. E.S.B. 30888/62.*
Telephone Cable. October 25. E.S.B. 30899/62.*

Sudan Railways:

Block Tin. November 13. E.S.B. 30896/62.
Lubracting Oil. November 15. E.S.B. 30898/62.
Textiles. November 12. E.S.B. 30889/62.

Department of Stores and Equipment:

Kitchen Utensils. October 22. E.S.B. 30890/62.
Textiles. October 27. E.S.B. 30909/62.
Textiles. October 25. E.S.B. 30912/62.

TANGANYIKA

Central Tender Board:

Medicinal Mineral Oils. October 26. E.S.B. 30946/62.*
Cotton Wool. October 26. E.S.B. 30945/62.*
Beds. November 2. E.S.B. 30947/62.*

THAILAND

Radio-Frequency Bridge for Department of Transport. November 5. E.S.B. 30813/62.*
Bucket Loader for Bangkok Municipality. November 16. E.S.B. 30814/62.*

Provincial Electricity Authority:

Aluminium Conductor Accessories. October 26. E.S.B. 30811/62.
Power Transmission Equipment. October 31. E.S.B. 30903/62.

TURKEY

Nicopress Tool for PTT Genel Mudurlugu. October 22. E.S.B. 30823/62.*
Valve Seat Grinders for State Highways Department. October 22. E.S.B. 30825/62.*
Workshop Equipment for Turkish State Monopoly. November 16. E.S.B. 30882/62.

(*Continued on next page*)

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (inquiries by telephone City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 6499/62.)

Australia
Inquiry for agricultural equipment; domestic electrical equipment – further information. (E.S.B. 17235/62.)
Manufacture under licence – hospital sterilizing equipment. (E.S.B.30484/62.)
References to the Special Advisory Authority. (C.R.E. 9412/62.)

Belgium
Agency inquiry for bees' wax. (E.S.B. 29944/62.)

Burma
Agency inquiry for lubricating oils and greases. (E.S.B. 30197/62.)

Canada
Agency inquiry for fishing lines, twines and ropes. (E.S.B. 30384/62.)
Agency inquiry for lamps, table and floor. (E.S.B. 30489/62.)
Inquiry for advertising specialities. (E.S.B. 30643/62.)
Inquiry for industrial protective safety helmets. (E.S.B. 30321/62.)

Costa Rica
Inquiry for machinery for making cartridge cases and ammunition. (E.S.B. 29989/62.)
Inquiry for textile machinery. (E.S.B. 30164/62.)
Inquiry for textile machinery. (E.S.B. 30405/62.)

East Africa (Kenya, Uganda, Tanganyika and Zanzibar)
Market report on refrigeration and air conditioning equipment. (E.S.B. 26461/62.)

Ecuador
Inquiry for plastics sanitary ware; metal and ceramic sanitary ware – further information. (E.S.B. 21934/62.)
Inquiry for locks; electrical accessories and raw materials; solar water heater elements; machinery. (E.S.B. 30304/62.)

Egypt
Inquiry for pile driving machines. (E.S.B. 28410/62.)

France
Agency inquiry for synthetic fibres. (E.S.B. 30365/62.)
Inquiry for woollen cloth. (E.S.B. 29949/62.)
Inquiry for machinery for sealing polythene bags. (E.S.B. 30167/62.)

Germany (Federal Republic of)
Agency inquiry for synthetic textile fibres. (E.S.B. 29965/62.)
Agency inquiry for wire; insulating materials. (E.S.B. 29963/62.)
Agency inquiry for men's hosiery; footwear. (E.S.B. 30136/62.)
Agency inquiry for woollen and worsted piece-goods. (E.S.B. 29950/62.)
Agency inquiry for carpet runners. (E.S.B. 31005/62.)
Agency inquiry for leather clothing; knitwear; footwear. (E.S.B. 30696/62.)
Agency inquiry for jute and carpet yarns; furnishing fabrics. (E.S.B. 30387/62).
Agency inquiry for paint and plastics raw materials. (E.S.B. 30357/62.)
Agency inquiry for marine gear shafts and units; diesel engines; annealing furnaces; wrapping machines. (E.S.B. 30679/62.)
Agency inquiry for leather. (E.S.B. 30386/62.)
Agency inquiry for labelling equipment; vending machines. (E.S.B. 30648/62.)
Economic report, September 24-30, 1962. (C.R.E. 1479/G.)

Ghana
Manufacture under licence – margarine; toothpaste; consumer goods; cartons; crown corks. (E.S.B. 30457/62.)

Honduras (Republic of)
Market report on insulated wires and cables. (E.S.B. 27898/62.)

India
Agency inquiry for excavating machinery. (E.S.B. 31052/62.)

Indonesia
Economic report, July 1962. (C.R.E. 2799/62.)

Iran
Agency inquiry for pumps; diesel engines. (E.S.B. 30453/62.)

Israel
Agency inquiry for photographic equipment. (E.S.B. 23878/62.)
Inquiry for quenching oil. (E.S.B. 30676/62.)

Italy
Agency inquiry for electrical vehicle accessories. (E.S.B. 29750/62.)

Kenya
Agency inquiry for boiler equipment; cookers; pans; wrapping machinery; electrical equipment; water treatment plant. (E.S.B. 30465/62.)
Agency inquiry for rubber gloves. (E.S.B. 30348/62.)

Latin America
Inquiry in respect of packaging and manufacturing facilities; pharmaceuticals; toilet preparations. (E.S.B. 30148/62.)

Malaya
Agency inquiry for scientific vehicle equipment. (E.S.B. 30424/62.)

Morocco/Hungary
Trade Agreement. (C.R.E. 8731/57.)

New Zealand
Market report on cranes and hoists. (E.S.B. 27348/62.)

Pakistan
Agency inquiry for metals, ferrous and non-ferrous; yarns; cables and wires; capacitors. (E.S.B. 30498/62.)
Agency inquiry for cranes; vehicles; aircraft and supplies; electrical appliances; machine tools; metal. (E.S.B. 30110/62.)

Panama, Costa Rica and Nicaragua
Preferential Trade Agreement. (C.R.E. 4481/G.)

Philippines
Economic report, August 1962. (C.R.E. 594/62.)

Singapore
Inquiry for consulting engineers; mechanical handling plant. (E.S.B. 20688/62.)

South Africa
Agency inquiry for toys; fancy goods; novelties; electrical appliances. (E.S.B. 27691/62.)
Manufacture under licence – detergents; pharmaceuticals. (E.S.B. 15157/62.)

Spain
Agency inquiry for jams and marmalades. (E.S.B. 30487/62.)
Economic report – August 1962. (C.R.E. 2223/62.)

States of Equatorial Africa (Congo Republic (Brazzaville), The Central African Republic, The Gabonese Republic and Republic of Chad)
Economic report, April – June 1962. (C.R.E. 8056/61.)

Sweden
Agency inquiry for chemical raw materials. (E.S.B. 30150/62.)
Agency inquiry for lubricating oils; foils; cellulose wrapping. (E.S.B. 30739/62.)
Agency inquiry for leather; hides; plastics. (E.S.B. 29754/62.)
Agency inquiry for radio and television; electrical components. (E.S.B. 29995/62.)
Agency inquiry for piece-goods. (E.S.B. 30785/62.)
Agency inquiry for plastics and raw-materials. (E.S.B. 30787/62.
Agency inquiry for suitings. (E.S.B. 30783/62.)
Agency inquiry for deep freezers; electrical equipment; sports goods. (E.S.B. 30719/62.)
Agency inquiry for knitwear; childrens clothing. (E.S.B. 30784/62.)
Inquiry for brass tubes. (E.S.B. 30472/62.)
Inquiry for fittings for handbags; materials for shopping bags. E.S.B. 29578/62.)

Switzerland
Agency inquiry for scientific instruments. (E.S.B. 30632/62.)
Agency inquiry for pumps. (E.S.B. 30302/62.)

Thailand
Agency inquiry for industrial chemicals. (E.S.B. 30724/62.)

Trucial States
Agency inquiry for pumps. (E.S.B. 30628/62.)

United States of America
Agency inquiry for electron tubes; semi-conductors; high fidelity equipment. (E.S.B. 27678/62.)
Inquiry for food specialities. (E.S.B. 30744/62.)
Inquiry for novelties and gift ware; leather goods; food specialities. (E.S.B. 30342/62.)
Civil works construction. (E.S.B. 29385/62.)

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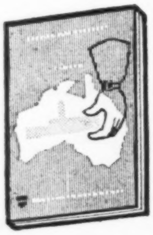

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THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should not that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

English Translations of the EEC Regulations

THE FOLLOWING further translations of the EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches:

Regulation No. 71 laying down the amount of intra-Community levies in respect of farmyard poultry shell eggs Price 8d.
Regulation No. 72 laying down the amount of levies vis-a-vis third countries in respect of farmyard poultry shell eggs Price 5d.
Regulation No. 74 laying down the sluice-gate price for shelled eggs and egg yolks of farmyard poultry, suitable for food purposes, fresh, preserved, dried or sweetened Price 5d.
Regulation No. 78 laying down the sluice-gate price for live poultry exceeding 185 grammes weight per head, and parts of slaughtered poultry Price 5d.
Regulation No. 80 laying down the amount of levies vis-a-vis third countries in respect of live poultry not exceeding 185 grammes weight per head Price 5d.
Regulation No. 81 laying down the sluice-gate price vis-a-vis third countries for live pigs excluding live butchering sows Price 5d.
Regulation No. 85 laying down intra-Community sluice-gate prices for live butchering sows Price 5d.
Regulation No. 86 embodying provisions to prevent diversion of trade in cereals Price 5d.
Regulation No. 88 laying down for certain types of flour coefficients of equivalence between the qualities offered on the world market and the standard of quality in respect of which the threshold price is fixed Price 8d.
Regulation No. 90 on refunds payable in respect of cereal exports Price 8d.
Regulation No. 91 on refunds applicable to exports of certain kinds of flour, groats and meal Price 8d.
Regulation No. 92 on refunds applicable to exports of products manufactured from cereals Price 5d.
Regulation No. 93 on determining the starch content of bran and compound animal feeding stuffs Price 8d.
Regulation No. 94 on the denaturing of flour of manioc and other roots Price 5d.
Regulation No. 96 on the amount of and conditions governing premiums on denaturing Price 5d.
Regulation No. 97 on the incidence on the system governing starches and gluten of the grant of refunds to producers Price 8d.
Regulation No. 99 laying down transitional provisions applicable to certain imports of durum wheat Price 5d.
Regulation No. 100 laying down procedures for giving effect to Article 11 (2) of the Council's Regulation No. 23 on the progressive establishment of a common organization of the market in fruit and vegetables Price 8d.
Regulation No. 101 on the fixing of reference prices for pears Price 5d.
Regulation No. 104 fixing reference prices for peaches Price 5d.
Regulation No. 106 fixing reference prices for mandarines and clementines Price 5d.
Regulation No. 108 provisionally restricting the maximum amount of the refund on intra-Community exports of certain products manufactured from cereals Price 5d.

Publication of 'Guide Pratique'

THE COMMISSION of the European Economic Community have published a *Guide Pratique* to the Community's rules of Competition applying to private enterprises (Articles 85 and 86 of the Treaty of Rome and the implementing Regulations – see *Board of Trade Journal* for March 9, 1962, page 514, and May 25, 1962, page 1121). It is expected that copies of the French text of *Guide Pratique* will be available from H.M. Stationery Office shortly.

Euratom and ECSC Treaties in English

ENGLISH TRANSLATIONS of the Treaty establishing the European Coal and Steel Community (price 6s. 6d.) and of the Treaty establishing the European Atomic Energy Community (price 7s.) are now available from H.M. Stationery Office, London S.E.1 (a similar translation of the EEC Treaty has already been placed on sale).

These translations have been prepared for the convenience of Parliament and the public and must not be treated as official or authentic texts. Readers are reminded that the official and authentic text of the ECSC Treaty exists only in the French language and that of the Euratom Treaty exists only in the French, German, Italian and Dutch languages. Copies of the treaties in these languages are also obtainable from H.M. Stationery Office.

EUROPEAN FREE TRADE ASSOCIATION

(Origin of Goods) (Amendment No. 2) Regulations, 1962

THE European Free Trade Association (Origin of Goods) (Amendment No. 2) Regulations, 1962, published on October 8 (S.I. 1962 No., 2203), amend the European Free Trade Association (Origin of Goods) Regulations, 1960 (S.I. 1960, No. 780) by adding 'Chemically modified lignite waxes and mixtures of such waxes' to the goods listed in the Third Schedule to those Regulations.

The effect of this amendment is that, as from October 31, these waxes will be regarded as of Area origin whatever their actual origin when they are used in the production of goods for which EFTA tariff treatment is claimed. Copies of the new regulations are obtainable from H.M. Stationery Office, price 3d., by post 5½d.

Tourism in Europe

The development of tourist traffic in Europe in 1961 and its implications for the economies of the countries concerned are analysed in the latest report by the OECD. Copies: H.M. Stationery Office, P.O. Box 569, London, S.E.1. Price 7s. 6d.

Marketing Opportunities in W. Germany

'The New Germany', is the second in a series of reports on the Common Market by the London Press Exchange Ltd. Copies free of charge from Publications Division, L.P.E. Ltd., 7, St. Martin's Place, London, W.C.2.

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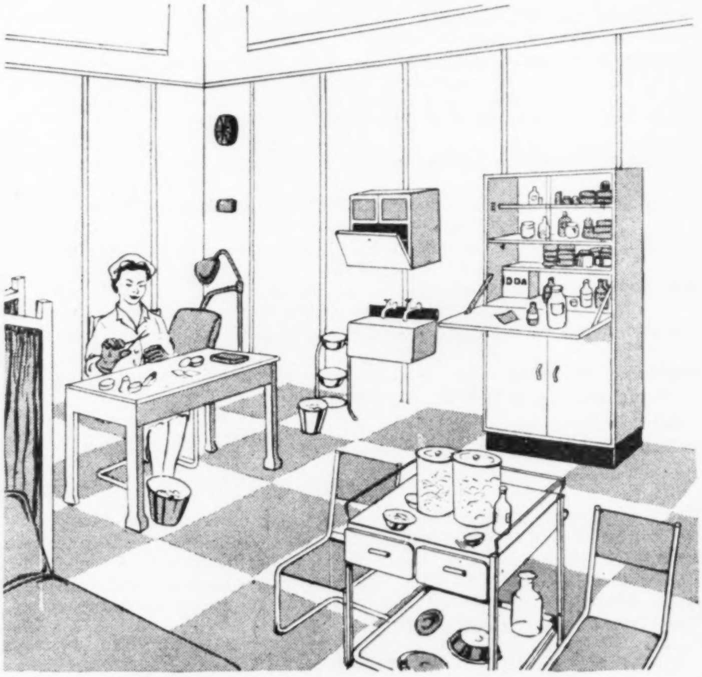

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SWITZERLAND

Special Rates of Duty on Some Commodities

BY AN ORDER of August 24, 1962, the Swiss Department of Finance and Customs has introduced from September 15, 1962, the following special rates of duty for some commodities when imported for certain specified purposes. The normal rates of duty will apply to these commodities when imported for any other purpose.

Tariff Item No.	Goods	Purpose	Preferential rate per 100 kg. gross	
			Normal	For EFTA products
			Fr.	Fr.
3901.10	'Desmophen 2200' yellow liquid, limpid, formed by a branched polyester (alkyd resin) with a basis of adipic acid, digol and triol.	Manufacture of sponge plastic material.	3.—	—
(*)	Waste of fabrics of Chapters 50-59, old or new (waste of the ready-made clothing industry, old unstitched tent cloth, worn-out press blankets and the like) measuring more than 50 cm. in their widest part, whether or not square or rectangular in shape.	Pulled or garnetted rags.	—.10	—.06

(*) *The classification in the tariff is made under the relative tariff heading applicable to the type of fabric imported.*

In the same order the Swiss Department of Finance and Customs have made known that the special rates of duty on iron hoop and strip imported for use in the manufacture of rims and wheels for motor vehicles and for iron wire rings, announced in the Order of December 16, 1959, are cancelled and substituted from September 15, 1962, by the following rates:

Tariff Item No.	Goods	Purpose	Preferential rate per 100 kg. gross	
			Normal	For EFTA products
			Fr.	Fr.
7312.10/20	*Hoop and strip of iron*, hot-rolled; whether or not pickled, of thickness exceeding 1·1 mm.	Manufacture of rims and wheels of motor vehicles.	1.—	—.60
7340.99 7340.92	*Rings* of galvanized or copper covered wire, soldered or with brazed sleeve.	For fitting (as bead wires) in pneumatic tyres for cycles.	10.—	—

Any inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Ext. 460 or 462.)

BELGIUM

Transmission Tax Surcharge on Imported Goods

A BELGIAN Royal Decree dated September 21, 1962 (*Moniteur Belge* No. 222 of September 27, 1962), announces the suspension, until December 31, 1964, of the Transmission Tax Surcharge in respect of the goods set out below. **The decree came into force on October 1, 1962**

Benelux Tariff No.	Description	Basic Transmission tax	Transmission tax surcharge on imported goods
		Per cent.	Per cent.
Ex 53.01	Wool in the mass, other than in the yolk or back washed (excluding wool destined for combing in Belgium, subject to authorization by the Minister of Finance or his representative and his representative and subject to the conditions of this authorization)	6 or Nil	2

Note: The Transmission Tax Surcharge is additional to the basic Transmission Tax.

This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

SYRIA

Import Regulations

THE SYRIAN Ministry of the Economy has issued a further table of consolidated information about import restrictions which took effect as from July 8.

Goods are classified into four groups:

1. Prohibited imports
2. Suspended or temporarily prohibited imports
3. Imports subject to quota arrangements, details of which are published from time to time
4. Imports freely admitted, without the right to foreign exchange.

Details of the nature of goods classified under the various groups can be obtained from Export Services Branch (Tariff Section), Room E.54, Hillgate House, 35 Old Bailey, London, E.C.3.

SUDAN

Import Restrictions

THE SUDANESE Ministry of Commerce, Industry and Supply has issued a Press Notice which states that as from September 24, 1962, a specific import licence will be required to import:

Hardwood of all kinds.

It is also stated that applications for import licences will not normally be considered unless instructions are issued by way of a Press Notice.

Inquiries about this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2449.)

Parcel Mails for Laos

THE GENERAL Post Office announce that from October 8, 1962, parcels can be sent by surface route to Laos (Vientiane only). Details can be obtained at any Post Office.

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MOROCCO

Customs Tariff Modifications

THE MOROCCAN *Bulletin Officiel* of August 24 and 31, 1962, published modifications to the table of Customs duties (*ad valorem*) levied on importation into Morocco. The modifications are shown below. Those under Tariff number 30-04 came into effect from August 29, 1962, and the rest from September 4, 1962.

Tariff No.	Description	Tariffs	
		General Tariff	Working Tariff
30-04	Wadding, gauze, bandages and similar articles (e.g., dressings, adhesive plasters, poultices) impregnated or coated with pharmaceutical substances, or put up in retail packings for medical or surgical purposes, other than those products mentioned in Note 3 of Chap. 30:		
	A. Impregnated or coated with pharmaceutical substances	60	25
	B. Other:		
	I. Waddings	60	25
	II. Gauze, bandages and similar articles:		
	(a) In cotton fabric	100	45
	(b) Other	100	45
29-02	Halogenated derivatives of hydrocarbons:		
	A. Halogenated derivatives of acyclic hydrocarbons, saturated:		
	I. Carbon tetrachloride	50	15
	II. Bromomethane and bromoethane	50	15
	III. Dichlorodifluoromethane	50	15
	IV. Other	50	15
	B. Halogenated derivative of acyclic hydrocarbons, unsaturated:		
	I. Trichlorethylene	50	15
	II. Other	50	15
	C. Halogenated derivatives of cyclinic and cyclenic hydrocarbons, and halogenated derivatives of terpenic hydrocarbons:		
	I. Hexachlorocyclohexane	50	5
	II. Other	50	5
	D. Halogenated derivatives of aromatic hydrocarbons:		
	I. Dichlorodiphenyltrichloroethane (D.D.T.)	50	5
	II. Dichloronaphthalene and Octochloronaphthalene	50	5
	III. Paradichlorobenzene	50	15
	IV. Other	50	15
36-05	Pyrotechnic articles (e.g. fireworks, railway fog signals, amorces, rain rockets):		
	A. Amorces, paraffin, in strips or rolls for tinder boxes, lighters, miners lamps and similar	60	10
	B. Other:		
	I. Articles for entertainment	60	40
	II. Articles for luminous signalling	60	30
	III. Others, for industrial, agricultural use, etc. (detonators for railways, fuses, and cloud cannon bombs)	60	10
38-11	Disinfectants, insecticides, fungicides, herbicides, rodenticides, parasiticides and similar, presented as preparations or as packages for retail sale, or as articles (e.g. sulphur treated bands, wicks and candles, flypapers):		
	A. Sulphur put up in form for sale by retail, or in packings, of net weight of 1 kilogram or less or as articles (wicks, bands, lozenges)	50	30
	B. Copper preparations:		
	I. Put up in form for retail sale, or in packings, of net weight of 1 kilogram or less, or as articles	50	30
	II. Otherwise put up	50	15
	C. Other:		
	I. Put up in form for retail sale, or in packings, of net weight of 1 kilogram or less, or as articles	50	30
	II. Other:		
	(a) Arsenic and cuproarsenic preparations	50	10
	(b) Sulphur, sulphide or inorganic polysulphide preparations	50	10
	(c) Preparations with vegetable or mineral oil base, or phenolic preparations	50	10
	(d) Preparations with insecticide products base or vegetable base (nicotine, rotenone, pyrethrum, etc.)	50	10
	(e) Other preparations	50	10

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

NIGERIA

Customs Tariff Amendment

LEGAL NOTICE 128 of 1962, published in the *Official Nigerian Gazette* of September 20, 1962, gives details of the Customs Tariff (Duties & Exemptions) (No. 6) Order, 1962. This amends Item 46 (8) of the First Schedule (Import Duties) and is effective from September 20, 1962.

Item 46 (8) should now read:
Flour and meal of wheat and spelt (including maslin) ... ... the ton £25
or *ad valorem* 50%
whichever is the higher.

This Order has the effect of increasing the duty on flour and meal of wheat and spelt (including maslin) from £7 10s. per ton or 15 per cent. *ad val.* whichever is the higher to £25 per ton or 50 per cent. *ad val.* whichever is the higher.

Import Licensing Amendment

LEGAL NOTICE 124 of 1962, published in the *Official Nigerian Gazette* of September 13, 1962, amends the recent *Board of Trade Journal* notice of August 17 (page 398) relating to the import into Nigeria of tin ore from the Federation of Rhodesia and Nyasaland only.

The amendment extends the previous notice to cover 'all sources', and the explanatry note should now read 'A specific import licence is required to import tin ore into Nigeria from all sources.'

Prohibited Imports

LEGAL NOTICE 125 of 1962, published in the *Official Nigerian Gazette* of September 13, 1962, amends the Second Schedule to the Open General Licence (Scheduled Territories and Easy Currency Countries) No. 2 of 1959 (see *Board of Trade Journal* of January 1, 1960) by deletion of Item No. 6 from the Second Schedule. This Item was transferred to the list of Prohibited Imports (Item 7A) on March 26, 1962 (see *Board of Trade Journal* notice April 20, 1962, page 871).

	Import List number
'6. Motor spare parts and accessories imported from or through adjoining territories (by land or inland waterways)	732 060'

The effect of this amendment is that goods under the above heading can only be imported under licence from the Board of Customs and Excise.

UGANDA

Licences Required for Imports of Honey

DETAILS WERE published in the *Board of Trade Journal* of September 10, 1959 (page 450) of the Prohibited Imports (Uganda) (Bees and Bee-Keeping Appliances) Order, 1959.

Legal Notice No. 72 published in the *East African Common Services Organizaton Gazette* of August 31, 1962, amends that order by prohibiting the import of honey in airtight jars and tins into Uganda without a licence.

Applications for a permit to import honey must be supported by a sworn declaration from the supplier stating that the honey comes from an apiary in which there has been no outbreak of foul brood diseases or nosema disease within the past two years or that the honey has been heated to a temperature of at least 100 degree centigrade and held at that temperature for at least 30 minutes.

AUSTRALIA

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **vinyl acetate monomer** (Tariff Item 264 (C)).

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

*Specific rates are shown in Australian currency £A*125 = *£Sterling* 100

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
264	(C) Vinyl acetate monomer . . per ton less *ad val.* NOTE: Vinyl acetate monomer is liable to additional imposts under the provisions of the Customs Tariff (Dumping and Subsidies) Act.	£45 15%	£45 —	£45 —

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority

(*Continued on next page*)

Australia (*Continued*)

will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square London, W.C.2. (Telephone: Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2840 or 3145) quoting reference No. C.R.E. 9412/62.

Tariff Board Inquiries

AS ANNOUNCED in last week's *Board of Trade Journal* (page 726), the Australian Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) Internal combustion piston engines and parts n.e.i. but not including engines
  (a) for vehicles classifiable under Tariff Item 360 (D),
  (b) exceeding 10 belt pulley h.p. for tractors,
  (c) aircooled petrol not exceeding 10 b.h.p., or
  (d) for use for propulsion purposes in aircraft (Tariff Items 177 (B) (2), 178 (B) (1) (a), 178 (B) (1) (b), 178 (B) (3) (a), 178 (B) (3) (b), 178 (B) (4), 178 (B) (5) (a), 178 (B) (5) (b) and 178 (C));

(2) Electrical generators, motors and rotary convertors, other than 6 or 12 volt of the type used with motor vehicles (Tariff Item 179 (G));

(3) Pins of base metal, with solid metal heads (Tariff Items 210 (A) and 210 (B)); and,

(4) Toluene, nitration grade (Tariff Items 226 (B) (3) (a), 266 (B) (3) (b) and 226 (B) (3) (c)

References (1) to (3) have been made as a result of representations by local manufacturers and reference (4) is of Departmental origin.

Details of those Tariff Items referred to in references (1) and (2) are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757 Extn. 468.)

Details of the Tariff Items mentioned in references (3) and (4) are given below:

Specific rates are shown in Australian currency £*A*125 = £*Sterling* 100

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
210	METAL PINS (not being partly or wholly of gold or silver or gold or silver plated), viz.: solid-headed short toilet, plain safety, hair; hooks and eyes for apparel; crochet hooks of metal or bone:			
	(A) When in fancy boxes . . *ad val.*	17½%	37½%	37½%
			Primage duty	
		5%	10%	10%
	(B) Other . . . . . *ad val.*	Free	7½%	7½%
226	PETROLEUM OILS and oils obtained from bituminous minerals:			
	(B) Not covered by sub-item (A) or (C):			
	(3) Gasoline and other petroleum oils and oils obtained from bituminous minerals, having a flashpoint of less than 73 degrees Fahrenheit when tested in an Abel Pensky closed test apparatus:			
	(a) As prescribed by Departmental By-laws	Free	Free	Free
	(b) For use in aircraft, as prescribed by Departmental By-laws per gallon	8½d.	8½d.	8½d.
	(c) Other, not covered by paragraph (7) . . . . per gallon	11¾d.	11¾d.	11¾d.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given **to** the Australian authorities **not later than October 24, 1962**. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 10943/62, (2) C.R.E. 10944/62, (3) C.R.E. 10945/62 and (4) C.R.E. 10947/62.

Tariff Changes

A NUMBER of changes have been made in the Australian Tariff affecting the rates of duty payable on conveyor and transmission belting, copper and brass sheet or strip, woollen piece goods, man-made fibre textiles and furnishing fabrics.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757. Ext. 468.)

REPUBLIC OF GUINEA

Specialist Trading Organizations

THE GUINEA *Journal Officiel* of July 15, 1962, published details of several new state trading organizations, additional to those mentioned in the *Board of Trade Journal* of July 21, 1961 (page 146) and December 22, 1961 (page 1273). Several of the new organizations, of which details are given below, are off-shoots of DIVERMA, the organization dealing with imports of miscellaneous merchandise.

PRODEX, B.P. 1141, Conakry.	Exportation of materials other than agricultural products.
ELECTRA, B.P. 1140, Conakry.	Importation and distribution of electrical fittings, lamps, bulbs, plugs, electric irons, torches, batteries, etc.
ENIMOB, B.P. 1136, Conakry.	Importation and distribution of domestic and office furniture and furnishing fabrics, carpets, curtains, etc.
CONFECTION, B.P. 1137, Conakry.	Importation and distribution of clothes, hats and shoes.
CYCLES DE GUINEE, B.P. 1139, Conakry.	Importation and distribution of all two- and three-wheeled vehicles and their spare parts.
DROGUERIE DE GUINEE, B.P. 1138, Conakry.	Importation and distribution of domestic chemical products, polishes, cleaners, insecticides, disinfectants, etc.
QUINCAILLERIE DE GUINEE, B.P. 1142, Conakry.	Importation and distribution of general hardware, tools, brooms, holloware, etc.
SELECTION, B.P. 1135, Conakry.	Importation and distribution of watches, clocks, jewellery, musical instruments, photographic apparatus, etc.

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THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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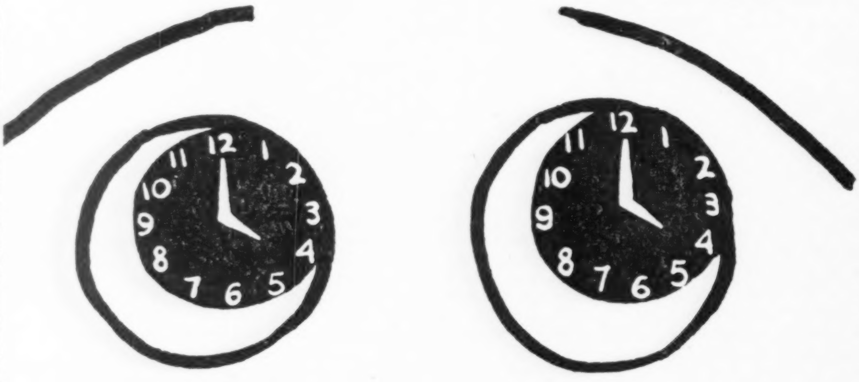

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MANCHESTER . . . . . . 326 Chester Road, Manchester, 16. Tel: Trafford Park 2241.

CHILE

Amendments to Import Regulations

Payments for Imports

THE *Board of Trade Journal* of February 2 (page 249) reported the Chilean decision that foreign exchange for the payment of imports would only be released by the Central Bank, at the earliest, after 90 days had elapsed since the dates of the relative bills of lading. The Executive Committee of the Central Bank of Chile have now extended this period to 120 days from the date of the bill of lading or, in default of these, to 120 days from the date of arrival of the goods in Chile. In the case of imports on deferred payment terms payment will be allowed on the date or dates stipulated in the relative approval. This cancels an earlier regulation that 90 days notice must be given before payments could be made for goods imported on 'consignment' terms.

These new rulings apply throughout the country, including the Free Zones. Apart from payments on deferred terms, the only exception will be payment for goods on the Prohibited List imported into the Free Zone of Arica, since these can only be paid for with exchange bought in the 'brokers' market.

Advance Import Deposits

The Executive Committee has also announced that returnable import deposits (see *Board of Trade Journal* of June 29, page 1460) will now be retained for a minimum period of 90 days and only released on proof that the goods in question have been cleared through Customs. In the case of partial clearance the deposit will not be returned until the whole consignment has been cleared.

Deposits lodged prior to September 20 will not be affected by this new ruling.

Modifications of the List of Permitted and Prohibited Imports

Section	Group	Item	Percentage of tax Surcharge	Category of prior Deposit
VIII	39	Replace the item 'Fabrics for corset making and orthopaedic use . . .' by: 'Elastic fabrics for orthopaedic use' . .	20	C
IX	45 & 53	After the item 'Sterilized gelatine' insert new item: Gelatine in powdered form, for food products, 180 Bloon or higher'	—	—
	46	After the item Nitrofurans in ampoules . . , insert new items:		
		' "Palerol", in ampoules, in bulk . . .' . .	—	—
		' "Toracan", in ampoules, in bulk . . .' . .	—	—
	46	R-epinephrin nebulizing solution . . .	75	A
XI	63	Replace the item 'Dividing boxes' by: 'Compensated ballast units of 100 watts or more and starter switches for fluorescent tubes'	—	—
XII	66	Insert new item: 'Ambulances, with all the elements and accessories needed for their specific use' .	—	—
	66	Prohibited List: Cancel item 'Ambulances'		
	66	To the item 'Spare parts for bicycles, spokes and nipples . . . toe-caps' add the following 'and pieces and parts thereof'	100	B
XIII	75	Under the heading 'Couche paper . . .' insert new item: 'Electronic stencil paper'	—	—
	78	Transfer to the list of Prohibited Imports the item 'Metallic straps for wrist watches' . .	—	—

(For previous information see *Board of Trade Journal* of July 6, page 50).

JAMAICA

Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (published in the *Board of Trade Journal*, April 28, 1961, page 1044) is further amended by the addition of the following new item:

69. Medicine cabinets of metal not exceeding £4 each c.i.f.

Customs Tariff Changes

THE JAMAICAN Minister of Finance has approved under Item 30 (2) of the Second Schedule to the Customs Tariff the Jamaica Agricultural Society as an approved institution entitled to import into the Island free of duty office administration supplies imported by the Government Printer and supplied to the Society.

Inquiries about the above notices should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471.)

BARBADOS

Exemptions from Import Duty

THE BOARD OF TRADE have received copies of Orders which provide for the following amendments to the Second Schedule to the Barbados Customs Tariff Act, 1921 (Table of Exemptions from Import Duty):

1. After the paragraph beginning with the words 'The baggage, personal and household effects of public officers on first appointment' insert:

> The baggage personal and household effects and other articles including used vehicles of any person who has been a Minister, or officer in the Public Service, or the Speaker of the House of Representatives, of the Federation of the West Indies established under the West Indies (Federation) Order in Council, 1957, and who satisfies the Comptroller of Customs that he is returning to Barbados as a result of the dissolution of that Federation.

2. The items which may be imported free of duty by the Brace Experiment Station of McGill University are now specifically stated to include 'vehicles'.

Inquiries about the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757.)

TRINIDAD

Customs Duties

THE BOARD OF TRADE have received information from the Trinidad Chamber of Commerce that they have reached an agreement with the Comptroller of Customs to the effects that all Landing, Storing and Delivery Charges (which include receiving, storing and delivering, wharf dues and similar charges) are to be excluded from c.i.f. values for Customs purposes.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 471.)

MEXICO

Free Perimeter

A DECREE was published in the Mexican *Diario Oficial* of September 21, 1962, under the terms of which the town of Agua Prieta in the State of Sonora received an extension of its status as a Free Perimeter from August 1, 1962 until July 31, 1963.

UNITED STATES

Trade Practice Rules

THE BOARD OF TRADE have received copies of 'Trade Practice Rules for the United States Kosher Food Products and Kosher Products Industry,' which were promulgated on September 19, 1962, and will become effective 30 days after that date.

A copy of these rules may be seen at the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Telephone: City 5757, Extension 459).

Appointment of Senior Trade Commissioner in Canada

THE BOARD OF TRADE announce that Mr. A. Currall, lately Deputy Consul-General and Head of the British Industrial Development Office in New York, has been appointed Senior British Trade Commissioner and Economic Adviser to the British High Commissioner in Canada, in succession to Mr. K. McGregor, who is due to retire on reaching the age of 60 early in 1963. The change-over will take place during December.

Mr. K. H. Huggins, at present Consul-General in Johannesburg, will succeed Mr. Currall in New York early in December.

Business Management

In the book 'Dynamic Business Management', Harold Norcross reviews the whole of the management function in the light of up-to-date methods and techniques. Copies: Business Publications Ltd., 103-119 Waterloo Road, London, S.E.1. Price 35s.

CANADA

Use of Transfer Invoices

FOLLOWING AN INSTRUCTION issued by the Department of National Revenue on August 15, 1962, it is no longer possible, in arriving at the price to a Candian customer, to avoid superimposing an agent's commission on the duty-paid price of goods by resorting to a transfer invoice procedure.

Paragraphs 34 and 35 of the Board of Trade booklet *Memorandum on Canadian Customs Law* are therefore no longer relevant and should be disregarded.

Fuller information regarding this change in Canadian Customs regulations can be obtained from the Commercial Relations and Export Department of the Board of Trade. (Tel.: Trafalgar 8855. Extn. 7838.)

'Made in Canada' Rulings

THE following rulings have been made for Customs purposes:

Of 'a class or kind made in Canada':

Marine outboard drives for use with inboard engines.
(Ruling effective October 19, 1962.)

Commercial laundry washer-extractors having rated dry weight capacities from 200 pounds to 600 pounds, both inclusive.
(Ruling effective October 23, 1962.)

Garment bagging machines such as are used in dry cleaning establishments for making bags from plastic tubing.
(Ruling effective October 24, 1962.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-28-1, dated September 27, 1962, and D51-7-2 dated October 1, 1962, and October 2, 1962.

Atlantic Tariffs and Trade

'Atlantic Tariffs and Trade' is the title of a book produced as part of PEP's study on the European Common Market which is being carried out with the aid of a grant from the Ford Foundation. It provides a survey of the present tariff and trade patterns of the 'Atlantic' area for all those concerned with the future development of international commercial relations. Copies from PEP, 16 Queen Anne's Gate, London, S.W.1. Price £4 (by post £4 4s.).

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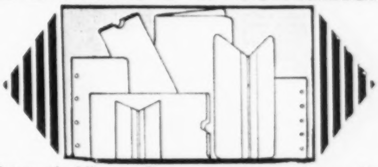

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